Board of Trade Journal

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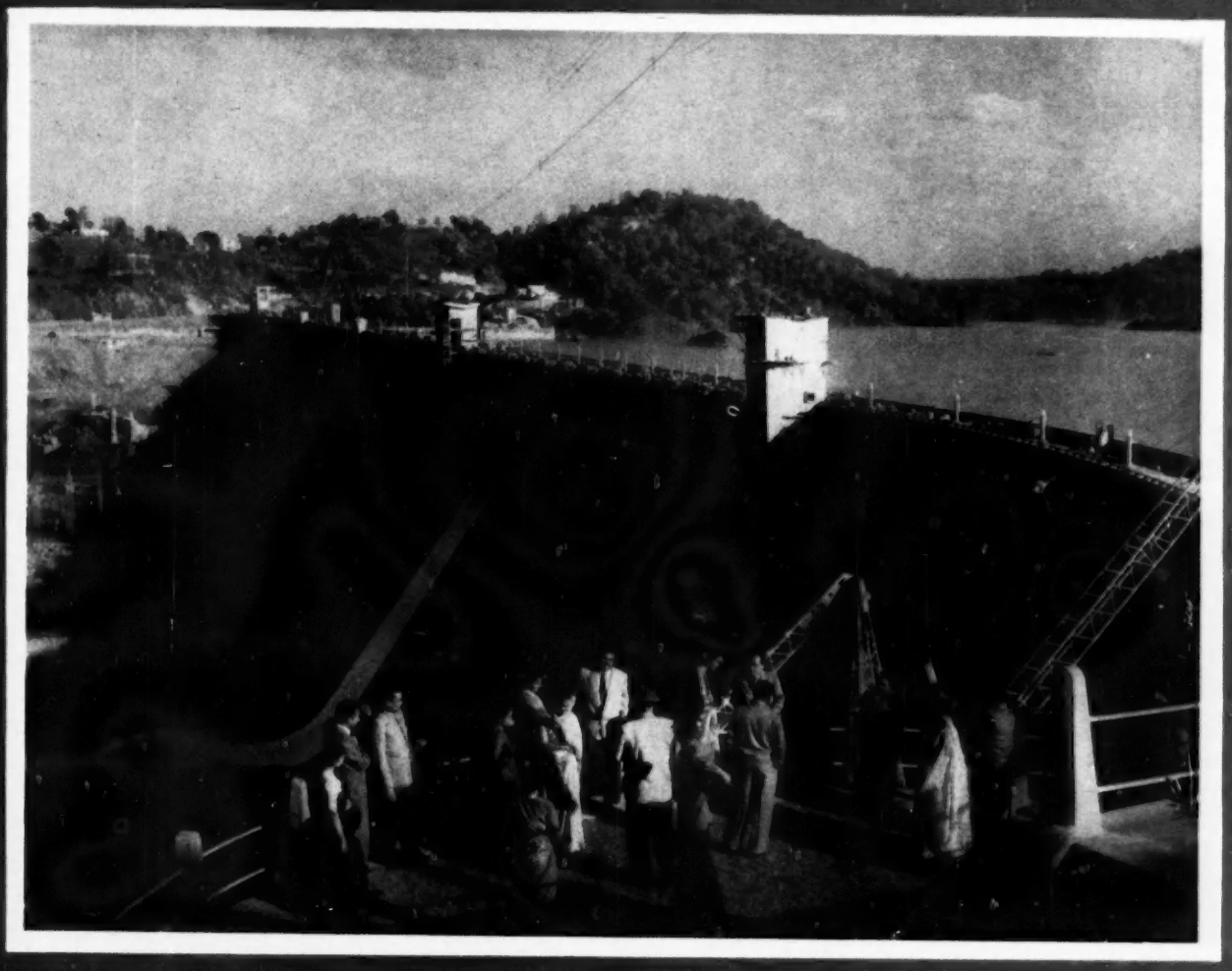

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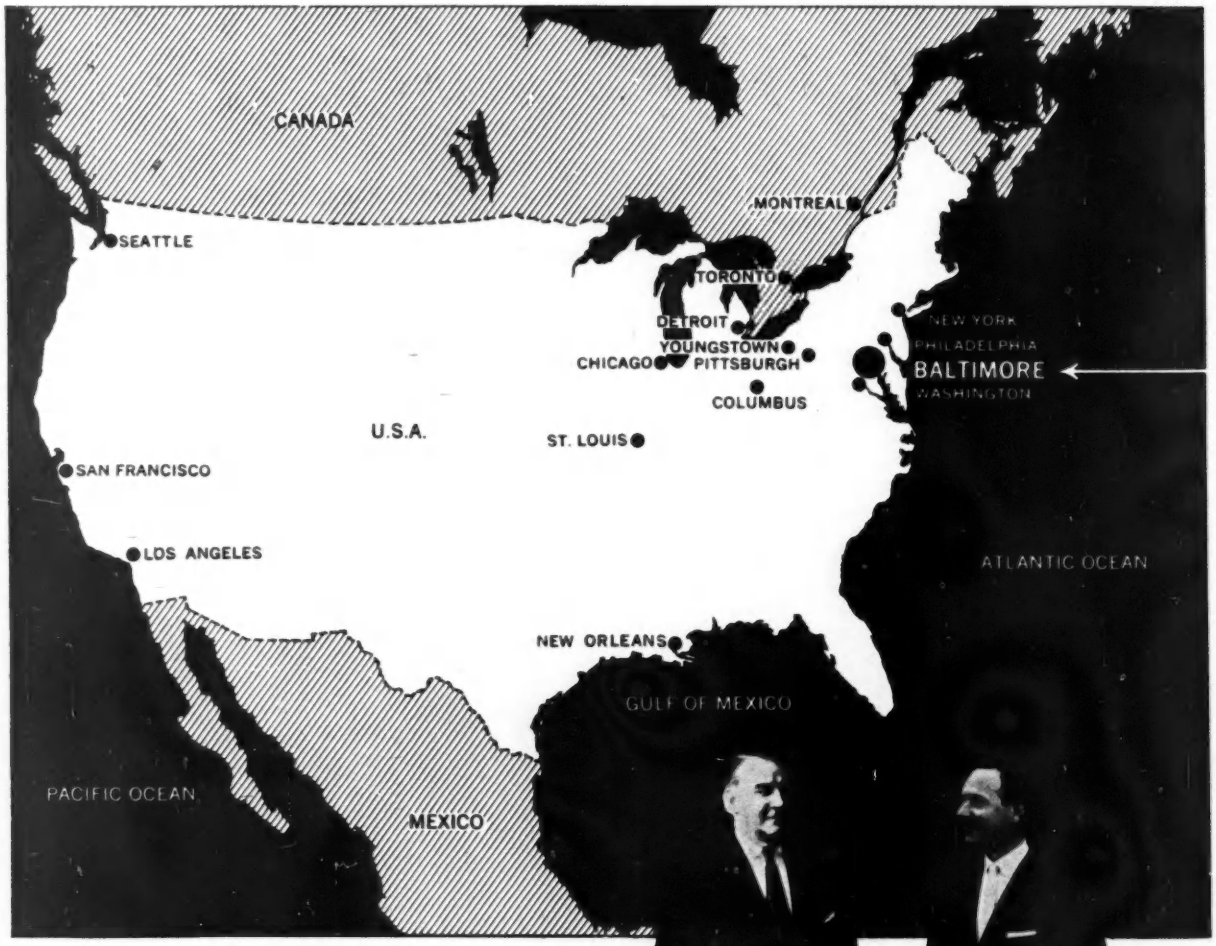

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Board of Trade Journal

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First Results of the 1961 Census of Distribution

THE CENSUS OF DISTRIBUTION for 1961 was only the second of its kind, in which all the half-million retailers in Great Britain were asked for statistical information. It provides the fullest analysis of retail trading since 1950, the year to which the first census related. This article presents preliminary results of the 1961 Census, and compares them with those obtained for 1950, and also for 1957, for which year a census was taken limited to a sample of retailers.

The 1961 Census covered all traders engaged in the retail sale, repair, and hiring out of consumer goods. It also covered hairdressing and manicure, and – for the first time in a census of distribution – laundries, launderettes, and dry cleaners.

Trends in retail trade

A larger volume of trade has been handled by much the same number of shops, and by almost exactly the same number of people. Despite the continued expansion of the large multiple firms, small independent shops still accounted in 1961 for nearly half the retail trade of the country.

The growth of the multiples has already been recorded in the statistics of retail trade published in the *Board of Trade Journal* each month. The census figures are however comprehensive, and take account of the continuing formation of new chains as well as of the expansion of existing ones. They show that multiples with ten or more branches increased their share of sales from 25 per cent. in 1957 to 29 per cent. in 1961. Increased numbers of shops and increased sales per shop both contributed to this expansion; the increase in sales per shop of 20 per cent. was larger than the 17 per cent. increase for retail establishments generally.

The number of co-operative stores increased slightly from 1957 to 1961, but their share of retail trade dropped from 12 per cent. to 11 per cent.

Other large retailers (small chains with from 5 to 9 branches, and other firms with 25 or more persons engaged) appear just about to

Table 1 — Retail and Service Trades: 1950, 1957, and 1961

	Number of establishments			Turnover			Percentage change in turnover	
	1950	1957	1961	1950	1957	1961	1950-57	1957-61
				£ million	£ million	£ million	Per cent.	Per cent.
TOTAL RETAIL TRADE:	583,132	577,405	580,151	5,000	7,587	8,949	+52	+18
Grocers and provision dealers	143,692	150,552	150,098	1,223	2,031	2,361	+66	+16
Other food retailers	139,884	124,602	129,642	997	1,552	1,794	+55	+16
Confectioners, tobacconists, newsagents	74,606	77,437	70,802	503	703	801	+40	+14
Clothing and footwear	97,162	94,448	93,068	930	1,146	1,350	+23	+18
Household goods	65,795	65,323	73,689	537	830	1,040	+55	+25
Other non-food retailers	60,352	61,360	59,125	374	563	681	+51	+21
General stores	1,641	3,683	3,727	436	762	922	+75	+21
SERVICE TRADES:								
Boot and shoe repairers	18,467	14,458	11,186	19	23	25	+20	+12
Hairdressers	33,113	34,458	40,472	38	62	98	+64	+57
Laundries, launderettes and dry cleaners	...	...	4,614*	...	...	113		

*Number of organizations

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Front Cover Photograph

A view from the observation platform at the Rihand Dam, Uttar Pradesh, India, showing the power house where five 77,000 h.p. water turbines and generators have been installed by the English Electric Co. Ltd. Part of the 180 square mile reservoir can be seen behind the 306 foot high dam.

Census of Distribution for 1961 (*Continued*)

have held their own from 1957 to 1961. Fully accurate comparisons cannot be made for this group because of the nature of the 1957 sample. (For this reason, separate figures for 1957 are not shown in the tables). It does seem fairly certain, however, that there was an increase in the number of shops in this category.

The number of smaller independent shops on the other hand declined by about 7,000. Average turnover per shop increased, though by less than for retail trade as a whole. None the less, allowing for a 4 per cent. rise in prices, the average small independent sold more goods in 1961 than in 1957.

The combined effect of the reduction in numbers and of the relatively small increase in sales per shop was to bring down the small independents' share of retail trade from just over half to just under. But they have been giving ground only slowly before the competition of the larger undertakings. It should be remembered that many of these shops are very small indeed: in 1961, there were 178,000 with a turnover of £5,000 or less – together accounting for only 5 per cent. of retail trade. The proprietors of such shops often have other means of livelihood, which may have helped some of these businesses to continue in existence despite the stiffening of competition.

Changes in main kinds of business

Tables 1 and 2 give short summaries of the principal figures from the 1961 Census, compared with 1950 and 1957. The figures for the earlier years have been revised so as to provide close (though not quite exact) comparability. The omission of 1961 figures for a few large traders whose returns even now are still awaited or are the subject of query has no significant effect.

In total, the number of retail establishments scarcely altered between 1957 and 1961. There are, however, now more household goods shops, but fewer confectioners, tobacconists, newsagents. Numbers cannot be ascertained with absolute precision because of the difficulties presented by, for example, mobile shops and market stalls (each of which is reckoned as a separate establishment).

The total value of retail sales increased by 18 per cent. between 1957 and 1961. The average rate of increase of about 4 per cent. a year, was lower than between 1950 and 1957, when the corresponding figure was about 6 per cent. But the retail prices of goods have risen much less in the more recent period, averaging only about 1 per cent. a year; between 1950 and 1957 they were perhaps of the order of 5 per cent. a year. (It is intended to produce later a series of figures at constant prices for the three census years).

Table 1 shows that the lower rate of increase recently in the value of sales at current prices applied pretty generally, except for clothing and footwear where the average annual increase in sales was 3 per cent. between the earlier censuses and 4 per cent. between 1957 and 1961 (the annual price movements being much the same for this group in both periods).

It is possible from table 1 also to see, in broad terms, which kinds of retail trade have been expanding most rapidly – since 1957,

Table 2 — Retail Sales By Form of Organization

	Turnover			Percentage change	
	1950	1957	1961	1950-57	1957-61
	£ million	£ million	£ million	Per cent.	Per cent.
TOTAL RETAIL TRADE	5,000	7,587	8,949	+52	+18
Co-operative societies	571	905	959	+59	+ 6
Retailers with 10 or more branches	1,093	1,884	2,586	+72	+37
Retailers with 5-9 branches	3,335	4,799	461	+44	+13
Other large retailers (a)			657		
Other independents			4,286		
FOOD SHOPS	2,220	3,583	4,155	+62	+16
Co-operative societies	432	707	729	+64	+ 3
Retailers with 10 or more branches	408	780	1,036	+79	+42
Retailers with 5-9 branches	1,380	2,146	135	+56	+11
Other large retailers (a)			122		
Other independents			2,132		
NON-FOOD SHOPS	2,780	4,004	4,794	+44	+20
Co-operative societies	139	198	230	+42	+16
Retailers with 10 or more branches	685	1,154	1,550	+69	+34
Retailers with 5-9 branches	1,955	2,652	325	+36	+14
Other large retailers (a)			535		
Other independents			2,154		

(a) Retailers with 1 to 4 branches and having 25 or more persons engaged.

Census of Distribution for 1961 (*Continued*)

household goods shops, other non-food retailers (except clothing and footwear shops), and general stores (from which mail order houses are now excluded). The experience of different kinds of business is discussed more fully below.

The figures in table 2 show that food shops accounted for much the same proportion of total retail trade, 46 per cent., as in previous census years. But within the food group, whereas co-operative societies increased their sales by only 3 per cent. from 1957 to 1961, the larger multiples with ten or more branches (who accounted for roughly the same value of sales as co-operative societies in 1950 and 1957) increased their takings by 42 per cent., leaving the co-operative societies far behind. Other traders' food shops increased sales by 11 per cent.

Co-operative societies' non-food shops did better, their sales increasing by 16 per cent., while the large multiples increased theirs by 34 per cent. and other traders by 14 per cent.

Employment and sales per head

The increased sales in 1961 did not require any significant increase in the number of persons engaged – the 1961 total of 2,536,000 compares with 2,530,000 for 1957. Indeed, when allowance is made for an increasing proportion of part-time workers on the conventional basis of counting two part-timers as equivalent to one full-time worker, the effective labour force appears to have been 2 per cent. smaller in 1961 than in 1957. A preliminary estimate indicates that nearly one person in three of those engaged in retail distribution is now working part-time, the percentage having increased from 20 per cent. in 1950 to 26 per cent. in 1957, and to about 30 per cent. in 1961.

The increase in the volume of retail sales between 1957 and 1961, allowing for a price rise of about 4 per cent., was 13 per cent., or an average of 3 per cent. a year. The volume of sales per person engaged increased at a similar rate – slightly more if allowance is made for the increasing proportion of part-time workers; this is an appreciably faster rate of increase than between 1950 and 1957.

Individual Kinds of Business

In considering figures for individual kinds of business it should be remembered that these figures are for retail selling points classified according to the main goods handled. They are not figures for 'outlets' in the sense of the number of establishments selling particular commodities: for example, the number of outlets for confectionery and tobacco is considerably greater than the number of shops classified to the confectioners, tobacconists, newsagents kind of business. The widening of the range of goods sold in non-traditional outlets has continued and apart from confectionery and tobacco, many foods, drugs and toilet articles are sold outside the shops specializing in these goods. Further, not all shops in a particular kind of business necessarily sell the whole range of items appropriate to it; for example, not all electrical goods shops sell all the growing range of large household appliances.

The food trades

The marked advance of the multiple food shops has already been noted; multiple grocers achieved this with little increase in the number of shops – indeed, the number of grocery establishments of all kinds remained remarkably stable. But in other food shops as a whole the greater role of multiples was much more due to the 32 per cent. increase in shops belonging to larger multiples with ten or more branches than to bigger sales per shop. This was true in each trade except butchers and fishmongers, where bigger sales per shop was the dominant feature. Large traders of all kinds accounted for 49 per cent. of sales in food shops as a whole. Overall, there was little change in the number of food shops owned by independents, the main reductions being in bread and flour confectionery and off-licences, in both of which trades the number of multiple shops increased substantially. For the first time, multiple dairymen's turnover exceeded that of either co-operative dairymen or of independents and small multiples. In 'other food shops', the great increase, especially for multiples, has been in ice-cream retailing.

Confectioners, tobacconists, newsagents

While turnover increased by 14 per cent. between 1957 and 1961, the number of shops dropped by 6,635, about 9 per cent. One known element in this reduction is the loss of kiosks at cinemas. There are of course many outlets for goods of these kinds which are not covered by the census such as catering establishments; of total expenditure on tobacco, for example, only about two-thirds is reported in the census.

Continued expansion of clothing chains

Following an increase of 10 per cent. in the number of shops belonging to clothing chains with ten or more branches between 1950 and 1957, an even bigger advance, about 14 per cent., was recorded in the shorter period from 1957 to 1961. There was no very marked fall in the number of clothing shops belonging to co-operatives and independent traders; in contrast to multiples, they made little gain in turnover, though independents did rather better than co-operative societies. Leaving out the co-operative societies, all other large traders (multiples with 5 or more branches and large independents) accounted for £808 million out of total takings of £1,350 million, about 60 per cent. Multiples increased their takings sharply in all three kinds of business – footwear; men's wear; and women's wear, drapery, etc. In the men's wear group, formerly dominated by independents, multiple shops now surpass them in turnover. Women's wear shops, etc., remained the biggest kind of non-food business run by co-operatives, except for department stores; but they made little progress between 1957 and 1961.

Growth in household goods shops

The household goods group of shops showed the biggest percentage increase in turnover since 1957 – 25 per cent. The two main features of this increase are the growth of radio and television hire multiples and the spread of 'do-it-yourself' shops, which were classified mostly as ironmongers and hardware shops.

The great increases shown for multiples are largely due to the television hire shops, and arise from a change in the trading method of traditional radio and television shops from sale to hire as well as from the expansion of hire firms. Alongside this there has been growth in radio and electrical goods shops generally, even though 1961 was not a particularly good year for them (the peak year was 1959). Some of this growth represents a switch to this kind of business of firms formerly classified to other trades; for example, many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. On the other hand, there has been some loss of cycle and motor accessories shops to the motor trades and therefore out of the scope of the census of distribution. (A large-scale inquiry into the motor trades is being undertaken in relation to the year 1962 as part of the annual Inquiry into the Distributive and Service Trades).

The substantial increase in turnover in the furniture and furnishings kind of business is spread over a wide variety of shops, including not only specialist furniture shops, but those selling floor coverings or soft furnishings, and antique dealers and picture dealers. It is in the shops other than furniture specialists that the main increase appears to have been made; the compilation of detailed figures will provide more information on this.

Figures for electricity and gas showrooms are now shown separately from retail shops generally. Their sales showed a far higher increase over 1957 than any other section of the retail trade except the multiple television hire firms and mail order businesses. For electricity showrooms, the rise was 68 per cent. and for gas showrooms 65 per cent.

Other non-food retailers

The biggest kind of business here, chemists and photographic goods dealers, showed an increase in turnover of about 30 per cent.: all forms of organization shared in this rise, co-operative societies' sales going up by 25 per cent., larger multiples (with ten or more branches) by 36 per cent., and other traders by 27 per cent. Much of the increase is due to the larger amounts received under the National Health Service; in 1957 they were £68 million and in 1961 £92 million. Among booksellers, there was some reduction in the number of establishments, but larger multiples increased their turnover by almost a third. Large independent booksellers did well; their average takings per shop were about £100,000 compared with £35,000 for multiples with ten or more branches.

(*Continued on next page*)

Census of Distribution for 1961 (*Continued*)

Table 3. Retail Establishments by Form

Number and turnover,

Kind of business	All retail establishments						Retail establishments of co-operative societies					
	1950		1957		1961		1950		1957		1961	
	Number	Turnover	Number	Turnover	Number	Turnover	Number	Turnover	Number	Turnover	Number	Turnover
		£'000		£'000		£'000		£'000		£'000		£'000
TOTAL RETAIL TRADE*	583,132	5,000,130	577,405	7,587,154	580,151	8,948,720	25,544	571,488	28,945	904,796	29,390	958,771
GROCERS AND PROVISION DEALERS	143,692	1,222,717	150,552	2,031,251	150,098	2,360,952	11,153	284,080	13,056	465,027	13,915	487,771
OTHER FOOD RETAILERS	139,884	997,411	124,602	1,551,825	129,642	1,793,653	9,273	147,789	10,042	242,180	9,520	241,291
Dairymen	10,231	195,382	7,534	322,921	6,710	366,374	980	64,429	838	112,651	700	117,999
Butchers	41,799	287,693	41,698	549,893	44,425	634,219	5,036	42,451	6,032	69,529	5,992	67,738
Fishmongers, poulterers	9,511	61,244	8,108	73,142	7,892	80,919	271	1,357	204	1,444	166	1,307
Greengrocers, fruiterers (including those selling fish)	43,948	193,133	39,515	270,451	42,315	321,942	1,464	10,736	1,582	15,081	1,454	14,477
Bread and flour confectioners	24,181	178,476	17,644	215,889	17,645	234,932	1,509	28,751	1,361	43,037	1,150	38,479
Off-licences	8,197	75,403	8,796	112,408	9,034	141,134	8	55	25	438	58	1,291
Other food shops	2,017	6,080	1,307	7,122	1,621	14,134	5	9	—	—	—	—
CONFECTIONERS, TOBACCONISTS, NEWSAGENTS	74,606	502,661	77,437	702,996	70,802	801,130	157	3,162	193	4,299	203	5,636
CLOTHING AND FOOTWEAR	97,162	929,921	94,448	1,146,057	93,068	1,350,291	2,835	55,556	2,838	56,233	2,777	57,805
Boot and shoe shops	14,870	138,283	14,451	178,785	14,641	221,656	716	9,370	720	10,078	683	10,293
Men's and boys' wear shops	15,581	199,903	14,892	244,209	14,095	271,782	429	9,574	444	9,962	448	9,310
Women's, girls' and infants' wear, drapery and general clothing shops	66,711	591,736	65,105	723,063	64,332	856,853	1,690	36,612	1,674	36,193	1,646	38,201
HOUSEHOLD GOODS*	65,795	536,892	65,323	829,721	73,689	1,039,962	878	20,716	988	27,755	1,099	32,906
Furniture and furnishings shops	18,953	268,888	19,486	328,523	21,308	421,796	484	16,263	442	17,463	429	18,880
Radio and/or electrical goods shops	11,929	94,681	13,850	250,577	19,017	337,620	66	994	143	5,152	212	8,061
Cycle and perambulator shops (including cycle and radio shops)	8,865	46,178	7,497	61,344	5,676	38,612	5	42	9	236	6	66
Ironmongers, hardware shops	26,048	127,145	24,490	189,277	27,688	241,933	323	3,417	394	4,903	452	5,899
OTHER NON-FOOD RETAILERS	60,352	374,413	61,360	563,050	59,125	680,762	1,072	10,398	1,156	17,533	1,227	21,934
Booksellers, stationers	10,388	67,359	6,818	81,577	6,303	84,503	10	42	11	143	10	161
Chemists, photographic dealers	18,205	167,037	18,129	269,690	18,481	349,894	984	9,669	1,062	16,383	1,116	20,448
Jewellery, leather and sports goods shops	18,896	87,914	20,380	137,532	19,441	166,314	47	505	49	746	53	932
Other non-food shops	12,863	52,103	16,033	74,251	14,900	80,050	31	182	34	261	48	393
GENERAL STORES	1,641	436,115	3,683	762,253	3,727	921,971	176	49,789	672	91,770	649	111,428
Department stores	529	308,339	718	453,912	776	539,569	169	49,210	190	72,967	210	88,457
Variety and other general stores	1,112	127,776	2,965	308,342	2,951	382,402	7	579	482	18,803	439	22,972

* Excludes electricity and gas showrooms:

	1950		1957		1961	
	Establishments	*Turnover*	*Establishments*	*Turnover*	*Establishments*	*Turnover*
Electricity showrooms	1,107	£15,963,000	1,257	£32,765,000	1,333	£55,029,000
Gas showrooms	1,347	£22,875,000	1,363	£29,727,000	1,458	£49,145,000

Department and other general stores

The slight increase between 1957 and 1961 in the share of total retail trade recorded in the monthly estimates for department stores, other than those of co-operative societies, is confirmed by the census results. But while department stores owned by independents and smaller multiples had a rise in sales of 15 per cent., those of the larger multiples were 34 per cent. higher. The co-operative society department stores were in between with an increase of 21 per cent.

The increased numbers of department stores belonging to independents and smaller multiples (with less than ten branches) cannot be regarded as of substantial significance without further investigation. It may result merely because some clothing and household stores which in 1957 did not quite qualify as department stores according to the definition (25 or more persons engaged, with sales in a wide range of commodities including clothing), were so classified for 1961, with relatively small changes in their size and commodity range. Further, the area basis of the 1957 sampling scheme may have meant that some stores which were either opened in, or became appropriate to, this kind of business between 1950 and 1957 were then missed (though these are likely to have been very few). A special article about department store trading will be published at a later date.

Similar considerations apply to the numbers of general stores, where a more precise definition has been attempted than in previous censuses; this probably accounts for the smaller number belonging to independents and smaller multiples.

The turnover of multiple variety stores has shown one of the most remarkable increases between 1957 and 1961 – a rise of 34 per cent. The number of their establishments increased only from 1,120 to 1,197, but their turnover was up £66 million, to £261 million.

Mail order sales

The 1961 Census of Distribution, together with the Census of Production and the Inquiry into the Distributive and Service Trades, will provide the most complete survey of mail order business yet made. The Census of Distribution covered the trade of all specialist retail mail order businesses, and reveals an increase in the sales of these businesses from £126 million in 1957, to £227 million in 1961, a rise of 80 per cent. General mail order houses still largely dominated the trade, accounting for £205 million of the latter total.

of Organization and Kind of Business

1950, 1957 and 1961

Retail establishments of organizations other than co-operative societies having 1-9 branches						Retail establishments of organizations other than co-operative societies having 10 or more branches						Kind of business
1950		1957		1961		1950		1957		1961		
Number	Turnover	Number	Turnover	Number	Turnover	Number	Turnover	Number	Turnover	Number	Turnover	
	£'000		£'000		£'000		£'000		£'000		£'000	
503,639	3,335,464	489,355	4,798,548	483,234	5,403,884	53,949	1,093,178	59,105	1,883,809	67,527	2,586,065	TOTAL RETAIL TRADE*
117,292	694,646	121,668	1,114,648	120,184	1,242,856	15,247	243,992	15,828	451,577	15,999	630,325	GROCERS AND PROVISION DEALERS
118,979	685,635	102,433	1,031,607	104,096	1,146,336	11,632	163,987	12,127	278,038	16,026	406,025	OTHER FOOD RETAILERS
7,852	78,325	6,149	115,842	5,309	116,024	1,399	52,628	547	94,428	701	132,351	Dairymen
33,001	204,787	31,555	407,906	34,199	478,193	3,762	40,455	4,111	72,458	4,234	88,287	Butchers
8,688	50,980	7,412	60,572	7,217	64,896	552	8,906	492	11,126	509	14,716	Fishmongers, poulterers
41,609	172,651	36,980	240,370	39,662	286,957	875	9,746	953	15,000	1,199	20,508	Greengrocers, fruiterers (including those selling fish)
19,887	121,677	13,271	131,032	11,774	123,757	2,785	28,048	3,012	41,820	4,721	72,696	Bread and flour confectioners
6,026	51,788	5,803	69,195	4,823	67,227	2,163	23,559	2,968	42,775	4,153	72,616	Off-licences
1,916	5,427	1,263	6,691	1,112	9,284	96	644	44	431	509	4,850	Other food shops
69,241	443,191	70,883	618,056	64,722	698,442	5,208	56,308	6,361	80,641	5,877	97,051	CONFECTIONERS, TOBACCONISTS, NEWSAGENTS
82,367	576,260	78,460	629,077	75,231	663,072	11,960	298,106	13,150	460,747	15,060	629,415	CLOTHING AND FOOTWEAR
8,705	51,884	7,877	61,569	7,837	68,372	5,449	77,028	5,854	107,138	6,121	142,991	Boot and shoe shops
11,760	115,067	10,756	127,962	9,414	123,795	3,392	75,262	3,692	106,285	4,233	138,676	Men's and boys' wear shops
61,902	409,308	59,827	439,546	57,980	470,904	3,119	145,816	3,604	247,323	4,706	347,748	Women's, girls' and infants' wear, drapery and general clothing shops
61,028	422,739	59,274	644,360	64,462	774,534	3,889	93,438	5,061	157,606	8,128	232,522	HOUSEHOLD GOODS*
17,450	194,540	17,653	235,667	19,173	315,915	1,019	58,086	1,391	75,394	1,706	87,002	Furniture and furnishings shops
11,231	81,211	12,426	202,624	14,659	211,714	632	12,476	1,281	42,801	4,146	117,846	Radio and/or electrical goods shops
8,189	35,024	6,910	44,275	5,659	38,315	671	11,112	578	16,833	11	231	Cycle and perambulator shops (including cycle and radio shops)
24,158	111,965	22,285	161,795	24,971	208,591	1,567	11,763	1,811	22,578	2,265	27,443	Ironmongers, hardware shops
54,383	278,748	55,553	409,720	53,430	482,613	4,897	85,267	4,651	135,797	4,468	176,215	OTHER NON-FOOD RETAILERS
9,116	51,825	6,057	63,096	5,616	60,321	1,262	15,492	750	18,338	677	24,021	Booksellers, stationers
14,652	102,659	14,507	160,045	14,752	202,668	2,569	54,709	2,560	93,263	2,613	126,777	Chemists, photographic dealers
18,368	80,102	19,721	122,646	18,593	144,681	481	7,307	610	14,140	795	20,702	Jewellery, leather and sports goods shops
12,247	44,163	15,268	63,933	14,469	74,942	585	7,758	731	10,057	383	4,715	Other non-food shops
349	234,245	1,084	351,080	1,109	396,031	1,116	152,081	1,927	319,403	1,969	414,512	GENERAL STORES
282	224,881	373	310,912	410	357,513	78	34,248	155	70,033	156	93,599	Department stores
67	9,364	711	40,168	699	38,518	1,038	117,833	1,772	249,370	1,813	320,912	Variety and other general stores

an increase of 86 per cent. since 1957. It has not yet been possible to compile the separate figures obtained in the census relating to the mail order business of department stores and other large retailers who were not mail order specialists.

The other inquiries showed that mail order sales by manufacturing firms in 1961 amounted to £34 million and by wholesaling firms to £4 million; further details of these sales will be given in next week's *Board of Trade Journal*. An article to appear in the Journal later in the year will bring together all the available information about mail order business.

Automatic machine vending

Sales through automatic machines have continued to increase. No estimate of retailers' sales through machines will be made in the census, since this does not cover all possible machine outlets. But the trade of specialist automatic machine 'owners and operators' in 1961 was £4.2 million, compared with £2.3 million in 1957. Further details of this business will be published later.

Service trades (*see Table* 1)

Takings in hairdressing establishments have continued to increase very rapidly. From £38 million in 1950 they rose to £62 million in 1957, and to £98 million in 1961. The number of hairdressing establishments has also increased, though nothing like so fast. The figures for hairdressing do not cover hairdressing salons in department or other retail stores except where the hairdressing business was run separately as a 'shop within a shop'.

In boot and shoe repairing, multiple firms have been rapidly gaining ground from independents (without taking into account repairs handled through footwear shops owned by multiple firms). The multiples accounted for 19 per cent. of turnover in 1961 as against 13 per cent. in 1957. The co-operatives also increased their small share of this trade. On the other hand, nearly 4,000 independent shoe repairing establishments went out of existence between the two years.

The turnover figures for 1961 are not fully comparable with those for the earlier years because of the inclusion for 1961 of work done for the trade. Another point to be noted is that repairers' receiving offices were counted (in all years) as separate establishments.

Laundries, launderettes and dry cleaners have not previously been covered in a census of distribution. Separate figures were not required for individual receiving offices of large laundries and dry cleaners or for the individual branches of multiple launderettes. Many large businesses undertake both laundering and dry cleaning and these have been classified to one heading or the other according to their main receipts. The receipts of these businesses include those for work done for hotels, other businesses, and institutions. There were 1,547 laundry businesses, with a turnover of £71.1 million; 1,037 businesses ran launderettes, and had a turnover of £5.4 million; and 2,030 dry cleaning businesses had a turnover of £36 million.

Census of Distribution for 1961 (*Continued*)

Table 4. Retail Establishments by Form

Number, turnover

Kind of business	All retail establishments			Retail establishments of co-operative societies			Retail establishments of organizations having 10 or more branches			Retail establishments of organizations having 5-9 branches		
	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged
	Number	£'000	Number	Number	£'000	Number	Number	£'000	Number	Number	£'000	Number
TOTAL RETAIL TRADE*	580,151	8,948,720	2,535,807	29,390	958,771	194,920	67,527	2,586,065	637,663	19,176	460,775	124,454
GROCERS AND PROVISION DEALERS	150,098	2,360,952	551,057	13,915	487,771	85,867	15,999	630,325	129,788	1,928	50,956	10,799
OTHER FOOD RETAILERS	129,642	1,793,653	501,071	9,520	241,291	54,832	16,026	406,025	91,755	5,072	84,350	21,334
Dairymen	6,710	366,374	74,521	700	117,999	23,179	701	132,351	23,336	80	10,262	1,534
Butchers	44,425	634,219	153,145	5,992	67,738	15,837	4,234	88,287	18,320	1,579	32,325	6,716
Fishmongers, poulterers	7,892	80,919	23,601	166	1,307	397	509	14,716	3,041	250	3,450	816
Greengrocers, fruiterers (including those selling fish)	42,315	321,942	112,600	1,454	14,477	4,168	1,199	20,508	5,625	961	11,343	3,314
Bread and flour confectioners	17,645	234,932	104,638	1,150	38,479	11,102	4,721	72,696	26,926	1,612	17,949	7,216
Off-licences	9,034	141,134	24,659	58	1,291	149	4,153	72,616	11,329	496	8,150	1,314
Other food shops	1,621	14,134	7,907	—	—	—	509	4,850	3,178	94	871	424
CONFECTIONERS, TOBACCONISTS, NEWSAGENTS	70,802	801,130	251,211	203	5,636	602	5,877	97,051	24,115	994	17,307	4,157
CLOTHING AND FOOTWEAR	93,068	1,350,291	394,241	2,777	57,805	15,094	15,060	629,415	135,001	5,011	65,922	18,468
Boot and shoe shops	14,641	221,656	63,764	683	10,293	2,721	6,121	142,991	37,272	711	7,806	2,289
Men's and boys' wear shops	14,095	271,782	64,153	448	9,310	2,039	4,233	138,676	27,548	962	17,239	3,612
Women's, girls' and infants' wear, drapery and general clothing shops	64,332	856,853	266,324	1,646	38,201	10,334	4,706	347,748	70,181	3,338	40,878	12,567
HOUSEHOLD GOODS*	73,689	1,039,962	298,775	1,099	32,906	5,842	8,128	232,522	58,166	3,714	77,320	16,633
Furniture and furnishings shops	21,308	421,796	106,464	429	18,880	3,067	1,706	87,002	19,215	1,576	41,491	8,356
Radio and/or electrical goods shops	19,017	337,620	93,858	212	8,061	1,303	4,146	117,846	29,261	822	22,251	4,747
Cycle and perambulator shops (including cycle and radio shops)	5,676	38,612	13,860	6	66	16	11	231	47	138	1,892	460
Ironmongers, hardware shops	27,688	241,933	84,593	452	5,899	1,456	2,265	27,443	9,643	1,178	11,686	3,070
OTHER NON-FOOD RETAILERS	59,125	680,762	228,657	1,227	21,934	5,641	4,468	176,215	51,389	2,271	32,825	8,770
Booksellers, stationers	6,303	84,503	29,290	10	161	31	677	24,021	6,182	233	5,774	1,813
Chemists, photographic dealers	18,481	349,894	103,220	1,116	20,448	5,215	2,613	126,777	38,498	561	11,005	2,596
Jewellery, leather and sports goods shops	19,441	166,314	56,192	53	932	241	795	20,702	5,132	829	10,761	2,755
Other non-food shops	14,900	80,050	39,955	48	393	154	383	4,715	1,577	648	5,284	1,606
GENERAL STORES	3,727	921,971	310,795	649	111,428	27,042	1,969	414,512	147,449	186	132,094	44,293
Department stores	776	539,569	179,913	210	88,457	22,799	156	93,599	31,916	94	126,929	43,164
Variety stores	1,197	260,845	94,296	—	—	—	1,197	260,845	94,296	—	—	—
Other general stores	1,754	121,557	36,586	439	22,972	4,243	616	60,067	21,237	92	5,165	1,129

Further results of the Census

An account of the tables it is proposed to publish in the final report was given in the *Board of Trade Journal* of March 10, 1961.

There will be three volumes of which one will contain area tables giving separate figures for regions, conurbations, and individual towns. In towns of 50,000 or more population and for certain other important market centres, separate figures will be shown for the central shopping area.

A second volume of establishment tables will give number, turnover and employment figures for kinds of business in the detail indicated in the notes below, with analyses by form of organization and size analyses according to turnover and to number of persons engaged. This volume will also include a summary table presenting by kind of business and form of organization a count of the number of establishments reporting sales of each of 61 commodities (i.e. 'outlet' statistics).

A third volume will give, in slightly greater detail by kind of business than in the tables accompanying this article, figures of purchases, stocks, gross margins, capital expenditure, book debts, and a breakdown of sales by commodity. There will be analyses by form of organization and by size of business; a table distinguishing independent grocers by membership of voluntary groups and chains; and a table analyzing multiple retail enterprises. (The enterprise is a unit embracing all retail organizations under common ownership or control, as defined in the Companies Act, 1948).

During the course of the year, articles will be published in the *Board of Trade Journal* based on more detailed analysis of census data or on information gained in special inquiries directed to samples of firms on the census register. The subjects to be dealt with include supermarkets and other self-service stores; mobile shops; mail order businesses; automatic machine vending; credit trade; and department store trading. In addition, summaries or extracts of tables likely to be of special interest will be published where possible in advance of their appearance in the final report volumes.

Not all developments of current interest were investigated in the census. For example, no information was obtained about stamp

of Organization and Kind of Business, 1961

and persons engaged

Retail establishments of large independent organizations			Retail establishments of other independent organizations									Kind of business
			Total			With turnover over £20,000		With turnover £5,001-£20,000		With turnover £5,000 and under		
Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged	Establishments	Turnover	Establishments	Turnover	Establishments	Turnover	
Number	£'000	Number	Number	£'000	Number	Number	£'000	Number	£'000	Number	£'000	
6,143	656,779	215,980	457,915	4,286,331	1,362,790	42,851	1,397,333	237,245	2,433,648	177,819	455,350	TOTAL RETAIL TRADE*
562	35,001	8,982	117,694	1,156,899	315,621	10,249	314,004	72,837	737,422	34,608	105,473	GROCERS AND PROVISION DEALERS
1,336	86,666	26,916	97,688	975,320	306,234	9,696	320,497	55,051	562,756	32,941	92,067	OTHER FOOD RETAILERS
191	34,110	7,005	5,038	71,652	19,467	976	37,549	2,921	30,804	1,141	3,299	Dairymen
271	15,094	3,277	32,349	430,773	108,995	5,272	171,348	22,106	242,663	4,971	16,763	Butchers
32	2,139	386	6,935	59,306	18,961	545	19,141	3,235	31,921	3,155	8,243	Fishmongers, poulterers
133	6,652	1,683	38,568	268,963	97,810	1,517	47,298	18,364	172,393	18,687	49,271	Greengrocers, fruiterers (including those selling fish)
666	23,951	13,424	9,496	81,857	45,970	616	17,940	5,540	53,642	3,340	10,275	Bread and flour confectioners
33	3,776	712	4,294	55,301	11,155	686	24,263	2,547	28,007	1,061	3,031	Off-licences
10	944	429	1,008	7,468	3,876	84	2,958	338	3,325	586	1,185	Other food shops
255	8,074	4,641	63,473	673,061	217,696	7,013	201,737	39,090	422,913	17,370	48,410	CONFECTIONERS, TOBACCONISTS, NEWSAGENTS
1,456	112,167	40,992	68,764	484,983	184,686	4,498	155,223	24,818	241,262	39,448	88,498	CLOTHING AND FOOTWEAR
113	4,610	1,534	7,013	55,956	19,948	542	19,022	2,874	28,130	3,597	8,804	Boot and shoe shops
242	14,692	5,007	8,210	91,865	25,947	1,103	37,204	4,465	47,611	2,642	7,050	Men's and boys' wear shops
1,101	92,865	34,451	53,541	337,162	138,791	2,853	98,997	17,479	165,522	33,209	72,643	Women's, girls' and infants' wear, drapery and general clothing shops
1,475	123,884	35,083	59,273	573,330	183,051	6,947	260,086	24,256	245,073	28,070	68,171	HOUSEHOLD GOODS*
673	70,540	18,914	16,924	203,884	56,912	2,892	118,281	6,402	68,636	7,630	16,967	Furniture and furnishings shops
479	27,305	8,624	13,358	162,158	49,923	2,339	81,880	6,309	68,471	4,710	11,807	Radio and/or electrical goods shops
35	977	328	5,486	35,446	13,009	250	7,641	2,199	20,477	3,037	7,327	Cycle and perambulator shops (including cycle and radio shops)
288	25,063	7,217	23,505	171,842	63,207	1,466	52,284	9,346	87,488	12,693	32,069	Ironmongers, hardware shops
596	40,836	11,229	50,563	408,952	151,628	4,156	134,429	21,025	221,792	25,382	52,731	OTHER NON-FOOD RETAILERS
122	12,279	3,534	5,261	42,268	17,730	459	16,610	1,984	19,607	2,818	6,051	Booksellers, stationers
138	6,529	1,979	14,053	185,134	54,932	2,228	66,187	9,541	112,738	2,284	6,209	Chemists, photographic dealers
207	15,440	2,497	17,557	118,480	45,567	1,063	37,703	6,021	58,378	10,473	22,399	Jewellery, leather and sports goods shops
129	6,588	3,219	13,692	63,070	33,399	406	13,929	3,479	31,070	9,807	18,071	Other non-food shops
463	250,151	88,137	460	13,786	3,874	292	11,357	168	2,429	—	—	GENERAL STORES
316	230,584	82,034	—	—	—	—	—	—	—	—	—	Department stores
—	—	—	—	—	—	—	—	—	—	—	—	Variety stores
147	19,567	6,103	460	13,786	3,874	292	11,357	168	2,429	—	—	Other general stores

* Excludes electricity and gas showrooms:

	Establishments	*Turnover*
Electricity showrooms	1,333	£55,029,000
Gas showrooms	1,458	£49,145,000

trading. And discount stores were not identified, since their numbers in 1961 were so small that any attempt to distinguish them would have been frustrated by the rules which prohibit the disclosure of information relating to individual undertakings.

Direct sales to the public by manufacturers and by wholesalers, about which information was obtained for 1961 in other statistical inquiries, will be the subject of a short article in next week's *Board of Trade Journal*.

Special analyses

In accordance with the established practice, where more detailed information is required than will appear in the final report volumes, special analyses can be undertaken on a repayment basis, within the limits of available resources and subject to the rules forbidding the disclosure of information relating to individual undertakings. Several requests have already been made, and it would be helpful to have, as soon as possible, particulars of any special analyses required by other investigators, so that plans can be made for their preparation at the earliest opportunity.

Reprints of this article and others mentioned in it are obtainable without charge from the Chief Statistician, Board of Trade, Lime Grove, Eastcote, Ruislip, Middlesex, to whom also any queries about the census should be addressed. Telephone inquiries should be made to PINner 8771, extension 227.

(*Notes and definitions on following pages.*)

Census of Distribution for 1961 (*Continued*)

NOTES AND DEFINITIONS

1. Area covered. The census covered Great Britain; Northern Ireland, the Isle of Man and the Channel Islands were not included.

2. Scope and coverage. The 1961 Census covered retail distribution (including the hiring out and repair of consumer goods) corresponding broadly to Minimum List Heading 820 of the Standard Industrial Classification; hairdressing and manicure, as defined by M.L.H. 889; the repair of boots and shoes, M.L.H. 888; and laundries, launderettes, and dry cleaners, M.L.H. 885 and 886. The latter kinds of business have not previously been covered in a census of distribution (though laundries and dry cleaners were covered in the census of production until 1953). Apart from this addition, there were only relatively minor changes in the coverage of the census, described below in the section headed 'Revision of 1950 and 1957 Figures'.

The 1961 Census was a full one in which returns of persons engaged and turnover were required for every separately identified establishment wholly or mainly engaged in retailing or the other trades in scope of the census, whatever the main activity of the firm owning the establishment. All large retail organizations (as defined under paragraph 5) and a sample of smaller ones were also required to complete a return in respect of the whole of their business for certain additional items (mainly, wages and salaries; purchases; stocks; capital expenditure; book debts; and an analysis of turnover by kind of commodities sold).

3. Period covered. Traders were required to make returns for the calendar year 1961, but if the calendar year was not their business year, a return for a business year ending between April 6, 1961 and April 5, 1962, was accepted. Businesses which first opened in 1961 were allowed to make returns for less than 12 months if records for a period of 12 months were not available. Some returns were made for periods of more than 12 months and these were adjusted to give 12 months' trading, together with all 'part year' returns for independent traders (other than those engaged in seasonal trading). This addition to the figures for newly opened independent businesses is taken as roughly offsetting the deficiency resulting from the absence of census figures for businesses which closed down during 1961. No adjustment was required for branches of multiple retailers and co-operative societies, who gave figures in their returns for all their branches, including those which were opened or which had closed down during the year.

4. Establishments. The figures published here for the retail trade relate only to shops or other establishments from which goods were sold, or which were engaged in the repair (other than of footwear) or hiring out of consumer goods. Particulars of the central offices and warehouses of multiple organizations and co-operative societies are not included; they will be included in the figures for organizations in the final report. It is important to note that a retail establishment is any separate retail selling point – in addition to ordinary retail shops, whether independent shops or branches of larger organizations, the term covers, e.g., market stalls, kiosks in cinemas, distributing depots from which roundsmen work, mobile shops, and credit traders working a round.

Receiving depots of multiple footwear repairers are treated as separate establishments.

5. Form of organization. This term is used to describe the main types of retail organizations, namely:

Co-operative societies
Multiple organizations having 5 to 9 branches
Multiple organizations having 10 or more branches
Large independents (i.e. having 1 to 4 branches with 25 or more persons engaged in the business)
Other independents (i.e. having 1 to 4 branches with less than 25 persons engaged in the business).

Within the last group, three sub-divisions are distinguished where possible according to the turnover of the business.

In arriving at the number of branches no account is taken of central offices or warehouses, or of establishments other than those dealing directly with the public by way of retailing, repair work, or the letting of goods on hire.

6. Kinds of business. Retail establishments were classified by kinds of business, following the same general principles as for 1950 and 1957. The classification in these tables is in the same detail as in the 1957 Census Report, but the final report for 1961 will present figures for establishments in the detail described in the following section, in which the different kinds of business are defined.

Establishments were assigned to kind of business headings using all the information given in the returns. Independent traders gave their own description of their business and stated, in order of importance, the main kinds of goods sold; for the smallest traders classification was based on this information alone. Large independent traders and a sample of other independents were also asked to analyze their turnover to show their sales of different groups of commodities, and their receipts from catering, radio and television rentals, and from other services. For these traders, classification was based on the proportion of the sales of different kinds of goods and of services to total turnover. Co-operative societies and multiple retailers gave a commodity analysis of their total sales but were not asked to analyze sales of goods for each branch and in these cases classification depended on the classification of each branch made by the organization. In general, establishments were classified regardless of their classification in the 1950 or 1957 Censuses.

The detailed kinds of business are of two kinds – 'specialist' and 'composite'. The 'composite' headings, such as 'Greengrocers, fruiterers with fish' provide for those trades in which dealing in two or more commodity groups is frequent; these headings include all traders with 'significant' sales of the two or more commodity groups concerned. (Sales of a commodity group were generally considered 'significant' if they amounted to 20 per cent. of total sales, but this rule was modified where one of the commodities concerned was cigarettes and tobacco, to take account of the high element of duty in tobacco sales.) If an establishment did not qualify for classification to one of the 'composite' headings it was classified to the appropriate 'specialist' heading according to the commodity group accounting for the largest proportion of its sales. Here, too, the rules were modified in the case of establishments selling tobacco, which were classified as tobacconists only if sales of cigarettes and tobacco accounted for more than 70 per cent. of total sales.

There were special rules for classifying businesses selling a very wide range of goods, which are noted in the kind of business descriptions given in the next section.

A fuller account of the classification rules will be given in the final report.

The detailed kinds of business (whether 'specialist' or 'composite') included in each heading in these tables are specified in the next section, with notes in cases where the headings themselves are not self-explanatory, and an account of the detailed kinds of business to be distinguished in the final census report.

Some kinds of business distinguished in previous censuses are no longer identified; details are given below in the section headed 'Revision of 1950 and 1957 Figures'.

7. Turnover. This means the total trading receipts during the year; it includes receipts from the sale of goods (inclusive of purchase tax), meals and refreshments, and from repairs, rentals and other services provided, after deductions of discounts, credits and deferred rebates allowed to customers. Goods withdrawn from stock for the use of the retailer are included. There is no deduction of allowances for goods taken in part exchange. Dividends of co-operative societies are not deducted from turnover. Sales against checks of check trading companies are included at their face value. Receipts from goods supplied under the National Health Service and the National Milk and Milk in Schools schemes are included. Traders were asked to include credit and hire purchase transactions originated during the year at their cash value plus any charge for credit. The turnover of a retailer operating a sub-post office includes the gross remuneration received in respect of this work without deduction of disbursements.

8. Persons engaged. Includes all persons who worked in the business in the week ended October 28, 1961, or (if the business was closed in that week) in the nearest normal trading week, including those temporarily absent through sickness or holidays. All working proprietors and members of the owner's family who worked in the business are included, whether or not they received a definite wage, as well as paid employees. Part-time directors paid by fee only are excluded. Part-time workers are included, however short the period for which they worked during the week.

9. Rounding of figures. For turnover, each figure has been rounded to the nearest thousand pounds, and there may therefore be small discrepancies between the sums of individual figures and the totals shown.

Census of Distribution for 1961 *(Continued)*

Kinds of Business

Retail establishments were classified by kind of business following the rules summarized in note 6 on page 300. Each heading represents a fairly common kind of business; the following notes describe the content of each heading except where the title is self-explanatory, and indicates the detailed kinds of business for which separate figures will be given in the establishment tables in the final report. A few further sub-divisions will be made in the organization tables to distinguish traders engaged in certain productive activities, such as baking or tailoring.

Grocers and Provision Dealers

Grocers. Includes cooked meat and delicatessen shops; *small* general shops of the 'village general store' type selling both food and non-food items; and general food shops where groceries is the main item sold.

Grocers with off-licence.

Grocers with bakery goods. Establishments with significant sales of groceries and provisions and of bread and flour confectionery; if the trader is also engaged in baking the productive side of the business is included unless separate accounts were kept for it.

Other Food Retailers

Dairymen. Includes depots from which roundsmen operate, but not farms distributing milk direct to customers.

Butchers.

Fishmongers, Poulterers. Excludes those having significant sales of greengrocery and fruit who are included in the next heading.

Greengrocers, Fruiterers. The final report will distinguish greengrocers, etc. with significant sales of fish from other greengrocers and fruiterers.

Bread and flour confectioners. Excludes bread and flour confectioners having significant sales of groceries and provisions. Includes depots from which roundsmen operate. If the trader is also engaged in baking, the productive side of the business is included unless separate accounts were kept for it.

Off-licences. Excludes establishments having significant sales of groceries and provisions. Off-licences attached to public houses are also excluded.

Other food shops. Includes establishments selling ice cream, mineral waters, vegetarian and health foods.

Confectioners, Tobacconists, Newsagents

Includes establishments specializing in the sale of confectionery or tobacco or newspapers and periodicals; and those combining the sale of two or more of these commodity groups. Establishments having significant sales of books or stationery in addition to newspapers or periodicals are classified as booksellers and stationers and not in this group, but all railway newspaper kiosks, bookstalls, etc. are included here. Street news vendors were not included in the census. No distinction has been made between more detailed kinds of business within this heading.

Clothing and Footwear

Boot and shoe shops. Includes establishments combining the sale and repair of boots and shoes but excludes establishments specializing in repairs, i.e. those whose receipts from repairs account for 80 per cent. or more of turnover.

Men's wear shops. Includes establishments selling men's clothing and not having significant sales of women's wear. Includes retail bespoke tailors; figures for the productive side of the business are included unless separate accounts were kept for it. The final report will distinguish between men's outerwear specialists and other men's wear shops.

Women's wear, drapery and general clothing shops. Includes establishments specializing in the sale of a particular category of women's wear – such as outerwear or underwear specialists, milliners, corsetieres, furriers, infants' or children's wear shops – together with drapers, establishments selling both men's wear and women's wear, and establishments selling a full range of women's clothing. Shops of these kinds frequently sell other kinds of goods, e.g. piece-goods, haberdashery, household textiles and other soft furnishings. Wool and art needlework shops, second-hand clothing shops, and clothing hire shops are also included here. The final report will distinguish only between women's outerwear specialists and other shops selling women's wear, drapery and general clothing.

Household Goods

Furniture and furnishings shops. The final report will distinguish establishments selling or repairing domestic furniture and bedding; soft furnishings shops; floor covering shops; antique dealers; art dealers and picture framers; and second-hand furniture dealers. Dealers in office furniture were excluded as being mainly wholesalers.

Radio, electrical goods and musical instrument shops. Establishments where the main business is hiring out radio and television sets are included, and will be separately distinguished in the final report. Shops undertaking electrical contracting are included unless contracting accounted for more than half the turnover, in which case the shop was not in the scope of the census. Showrooms of Electricity Boards for the sale of electrical appliances and supplies are reported on separately from the main tables.

Cycle and perambulator shops (including cycle and radio shops). The final report will distinguish establishments selling cycles, and cycle and motor accessories; those combining the sale of radios and cycles or the sale and repair of radios and cycles; and establishments selling perambulators (these shops usually also sell nursery furniture and bedding). Shops whose main receipts were from the sale of motor accessories were not in the scope of the census.

Ironmongers, hardware, etc. shops. The final report will distinguish domestic hardware and ironmongery shops; china and glassware dealers; wallpaper and paint dealers. Showrooms of Gas Boards for the sale of gas appliances are reported on separately from the main tables.

Other Non-food Goods Shops

Booksellers, stationers. Includes establishments selling books, stationery, artists' supplies, maps, picture post-cards, etc.; second-hand booksellers and circulating libraries are included and both will be distinguished separately in the final report. Combined bookseller-newsagents and stationers-newsagents are included here but not newsagents with only small sales of books or stationery. Dealers in office equipment, law and commercial stationery, and the like, were excluded as being mainly wholesalers.

Chemists, photographic dealers. The final report will distinguish dispensing chemists, including any combining the business of a dispensing chemist with that of an optician; other establishments selling chemists' goods, toilet preparations, cosmetics, etc.; establishments selling cameras, photographic film and accessories.

Jewellery, leather and sports goods shops. The final report will distinguish establishments selling or repairing jewellery, gold and silverware, watches and clocks; leather and travel goods; sports goods; toys; and fancy goods.

Other non-food retailers. Includes the following detailed kinds of business:

- Florists
- Nurserymen and garden specialists
- Pet and pet food shops
- Pawnbrokers (including those with substantial sale of goods purchased for resale, as well as unredeemed pledges)
- General second-hand dealers
- Sub-post offices with minor retail sales
- Other non-food shops (including for example retailers of handicraft materials, philatelic goods, and scientific, medical and surgical goods).

General Stores

Department stores. This category consists of shops with twenty-five or more persons engaged, and selling a wide range of commodities, one of which must be clothing. They usually sell women's clothing, household textiles, soft furnishings, furniture and domestic hardware and they may also sell men's wear, food and other items.

Variety stores. Includes 'variety' or 'bazaar' stores selling a very wide range of goods usually displayed in trays or racks for selection by customers.

Other general stores. Includes all other establishments selling too wide a range of non-food goods (usually clothing, soft furnishings and furniture) to qualify for any of the clothing, household goods, or other specialist headings, but which for various reasons cannot be called department stores; usually they are not large enough to be called department stores although most of them have sales of at least £20,000. Also included here are general credit traders calling on customers.

Service Trades

The following kinds of business will be separately distinguished in the final report:

- Men's hairdressers
- Men's hairdresser-tobacconists
- Women's hairdressers
- Men's and women's hairdressers
- Boot and shoe repairers
- Laundries
- Launderettes
- Dry cleaners

(Continued on next page)

Census of Distribution for 1961 (*Continued*)

Method of Conducting the Census

The following paragraphs contain a brief description of the main stages in taking the census. A fuller account was given in the *Board of Trade Journal* of August 31, 1962 (page 449).

The Census of Distribution and Other Services for 1961 was taken under the Statistics of Trade Act, 1947, and an advisory committee was appointed under that Act, which included a number of members representative of the retail trade. The scope of the census and the questions to be asked were decided after consultation with this committee. These decisions were given legal effect by an Order (S.I. 1960, No. 1212) made under the Statistics of Trade Act, which prescribed 1962 as the year in which the census should be taken, and defined its scope.

There is no permanent register of retailers and the register of traders was in the main created by a field enumeration carried out, with the co-operation of the Registrars-General, by the enumerators engaged on the 1961 Census of Population. This was much more economical than carrying out a separate enumeration for the Census of Distribution.

A list of larger traders was, however, available from previous census of distribution records, and other sources, and this was used to give these traders advance notice of the census, and of the questions to be asked, in the autumn of 1960. A press notice issued at the same time, which was circulated to trade associations, gave general notice of the census, and provided other traders with the opportunity to obtain specimen copies of the census forms.

Following the enumeration in April 1961, independent traders were individually notified of the information required; at the same time they were asked to claim exemption if they thought they were outside the scope of the census, and to let the Census Office know if they had more than one shop, so that one form could be issued to the business instead of two or more. As a result of this, a considerable volume of preparatory work was carried out during 1961 in identifying multiples of different sizes, and dealing with claims for exemption, thus saving much correspondence during the census year itself.

The census was conducted by post, forms being sent out to reach traders in the first days of January 1962. Traders were given three months to complete the forms. Notices reminding traders from whom completed forms had not been received were sent out in April 1962, and a second reminder was sent in June and July.

The response in general, particularly during the first half of the year, was good, but by the autumn the flow of returns had slowed to a trickle. To have attempted to follow up every non-respondent trader individually would have been expensive and have served little purpose, since most independent non-respondents (in the light of previous experience) were likely to be small, and many would not have been in scope of the census. Therefore, although all larger traders were followed up, it was arranged to estimate for the small proportion of trade accounted for by other non-respondents by a personal approach to only a sample of them, who were either telephoned or visited.

Satisfactory returns were received for 87 per cent. of all establishments, accounting for 93 per cent. of total turnover. When these figures are compared with those for the 1950 Census (91 per cent. and 95 per cent. respectively), account must be taken of certain differences between the two censuses. For 1950, the follow-up operation on which the non-response estimates were based – a pioneer venture – was on a small scale, and no attempt was made at the time to allow for non-response in the published tables. In consequence, greater effort was then put into the individual editing of defective returns, so that the tables should be as nearly complete as possible: several thousand returns were rejected as unsatisfactory for 1961 which would have been edited for 1950. Another factor is the earlier completion of results this time – the 1950 figures include the returns trickling in during several additional months. Taking these factors into account, the 1961 response rate was probably little worse than for 1950.

A National-Elliott 405 computer was used for checking individual returns, for checking the classification of the more detailed returns, and also for compiling most of the figures published in this article. Both the computer and conventional punched card machinery are being used in the compilation of the full results to be published in the final report.

Revision of 1950 and 1957 Figures

The 1950 and 1957 figures presented in this article have been adjusted to correspond as far as possible with the 1961 figures, and differ slightly from those published in the report for the 1957 Census. Some of the changes affected the totals for retail trade as a whole, and others concern the re-grouping of establishments in certain kinds of business. Of the changes affecting the totals, the most important were a number of changes in the scope of the census.

Changes in Scope

The first of these was the inclusion of repair work on consumer goods, whether for the trade or direct for the public. For 1950, repair work other than for the trade was included in the Census of Distribution and described as part of the service trades; in the simpler Census of Distribution taken for 1957, only boot and shoe repairers were covered. In this report, except for footwear repairers, who have a separate heading, repair establishments are classified with the corresponding retail establishments, in accordance with the revised Standard Industrial Classification.

The estimates now used for 1950 repairing activities are based on the figures reported for the 1950 Census of Distribution, with an allowance for non-response; for 1957, estimates of repairing have been made by assuming a change between the two years proportional to that in the corresponding retail trades. The 1950 and 1957 figures are not fully comparable with 1961, however, as they make no allowance for repair work done for the trade.

In some instances, where manufacturing firms carry out repairs in a separate establishment, it has not been possible for separate figures to be provided and the repair activity, being covered by a census of production return, is not included here.

In a similar way, the 1961 Census excluded a number of undertakings the nature of whose business makes it more appropriate for them to supply information in other forms; and data for them have been excluded from the 1950 and 1957 figures in this article. They include a number of mixed producer-retailers and wholesaler-retailers (including N.A.A.F.I.). These organizations are now providing data in either the census of production or the quarterly and annual inquiries into the distributive and service trades.

Dispensing opticians have been excluded except where their main receipts are from the sale of goods other than spectacles and spectacle cases, and the 1950 and 1957 figures have been adjusted for this.

Finally, pedlars have been excluded from the requirement to make a return; but it has not been possible to exclude figures for them from the 1950 and 1957 summaries. The amount of their trade is extremely small; in 1950 there were perhaps between two and three thousand. For the most part they were engaged in the sale of minor items of clothing, haberdashery, and other miscellaneous non-food items.

Changes in Presentation

Apart from changes in scope, the other main change which has been made is in the presentation of data for certain kinds of retailing. In order not to include in the trade of a town the sales of a mail order business situated there, which may be made over a wide area or even the whole country, mail order establishments have been excluded from the establishment tables and figures for them will be presented separately in the final report.

Particulars of the retail business of electricity and gas showrooms are also presented separately, since the nature of the activity in showrooms is so mixed; showroom employees are concerned both with the supply of gas or electricity and the sale of appliances, and it is not possible to distinguish, other than very artificially, the employment, wages and capital expenditure appropriate to the retailing side. Moreover, information on these items is included in the returns made in the census of production by the electricity and gas industries.

Changes in Classification

In making adjustments as between certain kinds of business, it was possible to make fairly accurate revisions to the 1950 and 1957 data. The changes of this kind were as follows:

The composite kinds of business 'grocers with meat' and 'grocers with hardware' are no longer separately identified; returns are classified to grocers, butchers, or ironmongers according to which item accounted for the largest value of sales.

The detailed kinds of business 'cooked meat and delicatessen shops', 'general food shops', and 'village general stores' are no longer separately identified; they have been removed from the kind of business 'other food shops', and re-classified as 'grocers'.

The detailed kind of business 'musical instrument shops' is no longer separately identified; formerly included under 'furniture, etc.' shops, they are now included under 'radio and electrical goods dealers'.

Lord Privy Seal's Report on Ending of EEC Negotiations

MR. EDWARD HEATH, the Lord Privy Seal, made the following statement in Parliament on January 30, on the breakdown of the negotiations for Britain's entry into the Common Market:

'The House will recall that, at the meeting of Ministers in Brussels on January 17, the French delegation requested that the negotiations should be suspended. The five other delegations of the European Economic Community, and the British delegation, opposed this. It was agreed that the discussion on this question would be continued at the next ministerial meeting, arranged on January 28, first among the Six delegations and then in the full conference of the Seven.

'The Six met at about 7.15 p.m. on January 28 and again at noon and in the early afternoon of January 29. The Ministers of Belgium, the Federal Republic of Germany, Italy, Luxembourg and the Netherlands did all they could, during these meetings, to persuade the French delegation to agree on a basis for continuing the negotiations. As the House knows, their efforts were of no avail. I was of course, kept fully informed throughout their discussions.

'At about 4.30 yesterday afternoon, the full conference of the Seven met to consider the situation. I was accompanied at this meeting by my right hon. friends the Commonwealth Secretary and the Minister of Agriculture, Fisheries and Food. The Chairman of the conference, M. Fayat opened the meeting by reading a statement, of which the following is a translation:

"Following the decision taken by the Seven Governments on January 18 last, the Six have resumed their discussions on the proposal of the French Delegation to break off the negotiations between the Member States of the European Economic Community and the United Kingdom. The Five other Delegations of the European Economic Community, and the British Delegation, opposed this proposal at the time it was made. In the discussions held by the Six yesterday and today, various compromise proposals have been examined. It has finally become apparent that the Belgian, the German, the Italian, the Luxembourg and the Netherlands Delegations agree to accept the following text."

'And this is a quotation of the text:

"The European Commission is requested to draw up, during the next three weeks, a report on the present state of the negotiations for accession between Great Britain and the Six states of the European Economic Community; in this report the Commission will set out the results already obtained and the questions still in suspense, and will give its opinion on the latter. This report will be transmitted to each of the Seven Delegations composing the Conference. The work of the Conference will be resumed not later than ten days after the submission of this report."

'That was the end of the text.

"The French Delegation has refused to accept this text because of a different view which they will explain in the course of this meeting."

'After hearing this statement, Ministers representing Belgium, the Netherlands, Germany, France, Italy and Luxembourg then each spoke in turn. With the exception of the French Foreign Minister, each declared that it was his Government's wish to continue the negotiations and his Government's conviction that the outstanding problems could be resolved. Each one expressed deep regret at the situation which had arisen and anxiety as to its consequences.

'Professor Hallstein, the President of the Commission, also spoke. He said that the European Commision would seek to reduce to the minimum the harmful effects of these developments, both within the European Economic Community and in its relations with other countries.

'M. Couve de Murville stated his Government's reasons for having proposed a suspension of the negotiations. He argued that they had made no progress since October; that Britain had not been able to accept the diciplines of the Rome Treaty, notably the common agricultural policy; and that the entry of new members to a club which was not yet complete raised serious questions, notably for the founder members.

'I then said that, had the Six countries been able to agree on the draft terms of reference for a report by the European Commission which had been proposed by the five delegations, we should have been able to accept them, because they would have shown that the negotiations were being resumed in good faith. I recalled the reasons for our application to enter into negotiations with the Community.

'I completely repudiated the arguments advanced by the French delegation for advocating the suspension of the negotiations: I said that we would not turn our backs on the Continent because of these events, but would continue to work with all our friends in Europe for its future strength and unity.

'The Chairman of the conference then said that, in the circumstances, he was forced to record the fact, with great regret, that the member States of the European Economic Community were prevented from continuing the negotiations. He was convinced that this regret would be echoed throughout the world. M. Fayat then declared the meeting closed.

'In my previous statements to the House after ministerial meetings, Mr. Speaker, I have confined myself to giving an account of

(*Continued at foot of next page*)

European Chronology

1948	April 16.	Signature of the Convention for European Economic Co-operation – the birth of OEEC.
1951	April 18.	Treaty setting up European Coal and Steel Community signed in Paris.
1954	December 21.	Agreement of Association between United Kingdom and ECSC – signed in London.
1956	November 26.	British Government presents Free Trade Area plan.
1957	March 25.	Signature of the Rome Treaties setting up the Common Market and Euratom.
1958	January 1.	Rome Treaties come into force.
	December 31.	OEEC Report on Maudling Committee negotiations for a European Free Trade Area.
1959	February 4.	Co-operation Agreement signed between the United Kingdom and Euratom.
	November 20.	EFTA Convention initialled at Stockholm.
1960	May 3.	EFTA Convention comes into force.
	December 14.	OECD Convention signed in Paris by former OEEC members and Canada and United States.
1961	March 27.	EFTA Agreement of Association with Finland signed in Helsinki.
	June 27-28.	Meeting of EFTA Ministers in London. Decision to maintain EFTA until legitimate interests of members are met in negotiations with EEC so that all can share in an integrated market from the same time.
	July 9.	EEC Agreement of Association with Greece signed in Athens.
1961	August 1.	Republic of Ireland applies for membership of EEC.
	August 10.	United Kingdom and Denmark apply for membership of EEC.
	September 30.	OEEC replaced by OECD.
	October 10.	Preliminary negotiations between United Kingdom and EEC open in Paris.
	December 15.	Austria, Sweden and Switzerland apply for negotiations with EEC.
1962	March 2.	United Kingdom applies for membership of ECSC.
	March 5.	United Kingdom applies for membership of Euratom.
	May 2.	Norway requests negotiations with EEC.
	June 2.	Portugal requests negotiations with EEC.
	July 16.	Conclusion of 1960-62 GATT negotiations for world-wide tariff cuts.
	October 11.	United States Trade Expansion Act comes into force.
1963	January 29.	France refuses to continue United Kingdom—EEC negotiations.

Both EFTA and EEC countries have reduced tariffs on industrial products within their own trading areas by 50 per cent, For a summary of the progress made by EEC countries in reducing internal tariffs and moving towards a common external tariff see page 176 of the *Board of Trade Journal* of January 18, 1963.

The President's Address to the French Chamber of Commerce

'WHEN I ACCEPTED your invitation I had hopes that we should be rejoicing in the successful conclusion of the negotiations for Britain's entry into the European Economic Community,' said Mr. Frederick Erroll at the lunch of the French Chamber of Commerce in London on February 5. 'It has turned out otherwise, because of the action of the French Government. The situation in which we find ourselves is serious, for us in Britain certainly, and we believe for Europe and for the Atlantic Community. But it is neither disastrous nor irremediable.

'You will not expect me, at this time and place, to discuss the breakdown in Brussels or to criticize those responsible for bringing it about; our purpose today is to concentrate on the opportunities for fostering trade between our two countries, a purpose in which happily we are wholly united.

'I will not leave the subject, however, without saying just one thing. My Government has made it clear that we shall not turn our back on Europe. We have also made it clear that we shall pursue energetically with other friendly nations the liberal trading policies which alone can bring prosperity to the whole free world, and in particular that we shall co-operate to the utmost in the next round of multilateral tariff negotiations. Now there are some in Europe – incredible though it may seem – who profess to see, in this, evidence of a basic insincerity of purpose since they believe that multilateral tariff reductions would destroy, and would be deliberately intended to destroy, the cohesion of the Community. There is a short and simple answer to this foolish *canard*, and it is this: by working with redoubled energy for liberal trading policies we shall be striving for the kind of Europe in which we and most other Europeans believe.

'Until the breakdown in Brussels, recent history has been teaching us an encouraging lesson. Since the end of the war we have all made enormous progress economically, socially and politically. We have weathered great stresses such as Korea and the Berlin crisis. We have adjusted ourselves to major changes in the world beyond Europe, notably the transformation of Europe's former Colonies into independent states. All this has been made possible by the mutual support of the members of the Atlantic Alliance, starting with the great Marshall Aid programme, out of which developed the work of the OEEC and later the mutual defence system of the North Atlantic Alliance. Far from being inward looking, the strength of the North Atlantic Community – or Club, if I may call it that – and of its individual members, has been the persistence with which they have pursued policies of liberalizing trade, reducing tariff barriers, easing restrictions on the flow of goods, capital and people, coupled with mutual support and co-operation in overcoming economic and financial difficulties. Nor has this North Atlantic Club limited its concern to the wellbeing of its own members. It has looked outward over the world, providing aid and technical help to developing countries, sustaining the United Nations and its institutions, succouring countries whose freedom was menaced whether by poverty or the tyranny of militant communism. These are great achievements to which France and Britain have made their contributions. We believe that the European Economic Community is in that tradition, and it was in that understanding that we sought to become members.

'We do not believe that the principles and convictions which have been at the heart of Europe's policies since the War are now outmoded. We do not believe that the wellbeing of Europe can lie in turning inward on itself or that it could by so doing make its contribution to our Western way of life.

'It follows from this that Her Majesty's Government do not regard the present setback as a reason for seeking alternative policies. We shall not turn our back on Europe. Rather, our objective will be to pursue with ever-greater vigour those basic policies which have proved themselves by their results in the decade which has just passed. There are four essential elements:

(a) Sound domestic policies for economic growth. If the home base is not secure, then it cannot support the external efforts.

(b) The continued removal of the barriers and hindrances to international trade in goods and services and the strengthening of the international arrangements for financial and economic co-operation.

(c) Mutual help among like-minded nations in preserving our Western way of life and in maintaining, and where possible extending, the frontiers of freedom.

(d) A persisting effort to help the economic and political development of less privileged peoples who wish to continue as members of the community of free nations.

'We shall continue to play our part as members of NATO, of EFTA and OECD. We shall also continue to associate our fellow-members of the Commonwealth with those endeavours. We remain

(*Continued on next page*)

Lord Privy Seal's Report (*Continued*)

the events which took place. Perhaps on this occasion I may be permitted a comment. What has happened is a bitter blow to all those who believe in true European unity, but it is not a mortal one. The events of the past few weeks have shown how many people throughout Europe want us to play a full part in its creation. The Governments of the five member States of the Community—whose peoples together number about 120 million—have clearly shown that they are among those who share with us a common view of the Europe we want to see. There is a foundation of friendship and and good will for the future.'

In replying to comments concerning alternative policies, Mr. Heath added that the Government 'will, of course, announce any necessary measures about these matters in due course. When we went into these negotiations, the Government surveyed the whole field of policy and came to their conclusion that this was the right step to take. . . . These were specific negotiations with a specific purpose. . . .'

After further exchanges Mr. Heath said: 'Perhaps I should make one thing clear, that these negotiations have not ceased because what we have negotiated was unacceptable. The negotiations have been brought to an end for political reasons by one Government against the wish of five member Governments and the British Government, and, indeed, against the advice of the European Economic Commission.

'There is a meeting of the European Free Trade Association countries already arranged for February 18, which will give us an opportunity of having a full review of the existing situation. We have always said that our objective must be to increase the trade between the EFTA countries, with the reduction of tariffs between them.

'We have been throughout the negotiations, and are now, in the fullest consultation with the Commonwealth countries about economic matters.'

Asked whether the Government had rejected any proposals for any form of association with the Six, Mr. Heath said: 'With regard to the question of association, there has been no offer of any alternative arrangements in these negotiations by the Community as a whole, and, of course, it does not lie in the power of any particular country to make an offer of any arrangement of this kind.'

After another question, Mr. Heath went on: 'It must always be the purpose of the people of this country to expand trade wherever they can, because we exist by being, fundamentally, a trading nation. . . . One of the largest and wealthiest trading groups in the world today is the European Economic Community and . . . therefore it must be a major part of policy to increase trade with that Community.'

President's Speech (*Continued*)

convinced that these objectives cannot be attained by the European Community acting alone, and that the combined efforts of all the countries of Western Europe working in co-operation with the United States and other like-minded nations are required if peace is to be preserved and continued progress made. We believe that other members of the European Economic Community share these convictions and do not consider that they are incompatible with their obligations and loyalty to that Community.

'As an immediate objective we are concerned that the next round of multilateral tariff negotiations – the Kennedy Round – should succeed in further reducing the obstacles to trade. Without the continued expansion of world trade none of us can fully develop the potentialities which are inherent in our skills and technical accomplishments. Every country – France no less than others – has an interest in getting tariffs reduced. This is one aspect of interdependence. We can ignore only at the expense of our own development, our own security and our own wellbeing. Equally, every country should have an interest in fair trading. We should be prepared to deal resolutely with unfair practices such as dumping, which harms domestic industries.

'To be more specific, we could survive without our trade with France and France could survive without its trade from Great Britain but we should both be very much the poorer for it. So it is with intra-European trade. Over the last ten years we have seen a progressive expansion of the French economy and of our own and the growth of our mutual trade. Without the reduction of trade barriers this could not have taken place. If favourable trading conditions are allowed to develop there are great potentialities for further growth.

The progress of the French economy has been remarkable. We have seen a radical transformation in structure. Per head of the population the national product has risen by a third in real terms in the last ten years. New industries have established themselves and new and ambitious projects have been undertaken.

'This progress has not been without strain. Some of the problems that have occurred have been very like those we ourselves have faced or are facing. The Paris region now contains almost a quarter of the working population of France. The number of inhabitants has been increasing by 150,000 per year. Steps have been taken to try to obtain a more balanced regional development. In the light of our regional difficulties, of which you are all undoubtedly aware, we will watch events across the Channel with great interest. Housing, education, transport, etc., pose substantial problems for France. These are topics which not infrequently preoccupy Parliament and the British public.

'The high rate of economic growth has been accompanied by increasing dependence upon exports and on imports. For example, in the last ten years the French Gross National Product in real terms rose by 50 per cent. Her exports and imports have, however, gone up by about 70 per cent. Our international trade also has been expanding more quickly than our Gross National Product.

'French exports are now in value about a sixth of her Gross National Product. Ten years ago the relation was about a seventh. The French Fourth Plan suggests that exports will go up by a fifth between 1961 and 1965. French exports in total have risen by about a half in the last five years. A very large part of the increase has gone to France's partners in the Common Market. Exports to Britain have risen by a quarter and now average about £12 million per month.

'Our exports to France have risen more steeply because they started from a smaller base, and the major move towards removing quota restrictions was later in France than it was here. Although there has been great progress in the last few years towards removing these restrictions, there is still some way to go before imports on both sides of the water can be said to have equally liberal treatment.

'The expansion of trade has been accompanied by an ever-increasing diversity in the products exchanged between our two countries. Of course, United Kingdom imports of wine and cheese and other foodstuffs are still most important – prosperity here has seen to it that they come in increasing quantity. (And, if I may be bilaterally minded for a moment, I hope that our exports of processed foods, especially those whose entry into France are still hampered by quota restrictions, will be able to be more widely sold in France.) But the really important changes are in the field of industrial products such as machinery, chemicals and motor cars. Over the whole field the volume of manufactured goods entering international trade has been increasing rapidly, and French exports to Britain and our exports to France reflect this fact.

'Our conviction about the importance of expanding international trade could not be sustained unless we were equally concerned to promote the highest level of efficiency and enterprise in the British economy. Freedom of international trade with the challenge of imports to domestic producers contributes to this objective, but internal policies have a major part to play. As you are aware we have, taking due note of the example of the Commissariat du Plan, set up the National Economic Development Council to advise the Government on ways in which a faster rate of economic growth can be brought about within the institutional framework of British society.

'It is already clear that for Britain to attain the objective of the 4 per cent. annual growth target will mean changes in mental attitudes, in organizational arrangements and in the equipment of industry. I would not wish to exaggerate the changes; they are mainly of emphasis and effort more than change of direction. One of the important changes which is already very evident is the great importance of Europe to our industrial well-being.

'In industry the process of adaptation is going on all the time. One firm expands and another declines. New products come on to the market and familiar old ones disappear. Each week many thousands of men and women move from one job to another. New imports appear on the home market and new export opportunities are found overseas.

'The advance of technology must always be accompanied by the growth of some sectors at the expense of others. This is a normal process to which capital and labour are constantly adjusting themselves. If, as a consequence, some of our established activities decline and some of our traditional skills are no longer needed, we must recognize this for what it is – a normal incident in the evolution of our industrial society and not an occasion for sentimental regret. International competition stimulates the process.

'Innovation is not confined to industry. We are engaged in modernizing and renewing the basic services on which our whole economy depends. This is a huge task – one of the most challenging ahead of us in this decade – but we have made a good start on it. The first priority must be to improve those services which contribute directly to industrial efficiency. Modern methods of operational research are being used to determine the part which the railways – whose main arteries were laid down a century and more ago – can play in an age of motorized transport. Legislation has recently been passed to guide the development of industrial pipelines – a contemporary form of transport which may well expand dramatically before many years are out. The Rochdale Committee's plans for the long term development of our ports – so important for our export trade – are now being examined.

'All this will go far to bring our basic services up to date. But our programme of modernization must also deal with those dismal legacies of the 19th Century, the slums of our industrial cities. Their mean and dingy streets have no place in the Britain of which I have been speaking today. On social and economic grounds alike we are resolved to get rid of them – above all in those parts of the country to which we are striving to attract new industries.

'In an age of rapid technological progress, research and development have assumed a new importance. The changes in taxation which the Chancellor of the Exchequer announced in November will provide direct encouragement to industry to spend more money on research. We are considering what further steps can be taken to stimulate the rapid and effective application of the results of the work carried out in the research institutions. We are improving our facilities for higher education.

'The other members of the Atlantic community are in their various ways pursuing similar policies. There is a healthy rivalry, each making their distinctive contributions to the common purpose so that we may collectively continue to be in the forefront of progress. The developing countries of the world should see that freedom and well-being go hand in hand. The concern of the whole world is to share and extend the benefits which we derive from our common heritage, wealth and institutions. Britain will continue to play her part no less now than in the past.'

Britain Continues to be Spain's Best Customer

BOTH COUNTRIES were joined in what was now the fashionable pursuit of 'growth', Mr. Frederick Erroll, President of the Board of Trade, said at a lunch for Senor Lopez Bravo, the Spanish Minister for Industry, at Lancaster House, London, on Monday, February 4.

The conclusion by the recent International Bank Mission that the Spanish economy could sustain an annual growth rate of 5 per cent. had made a great impression here, and confirmed the confidence in Spain's future which British industry had already demonstrated by a steady rise in investment in Spain in partnership with Spanish enterprise.

'The continuing increase in Spain's own industrial output is, I am sure, in the interests of both our countries,' the President said. 'This is something we are used to meeting in the markets of the world, and we rely on the flexibility of our exporters to adjust themselves to the changing needs of the Spanish market.

'The pattern of international trade in recent years has shown the greatest scope for increased trade between industrial countries, and there seems every prospect that the rule will apply between Spain and her trading partners. No one needs to be reminded of the close trade ties between Spain and Britain. Britain continues to be Spain's best customer, as she has been for many years, and it is good to see that in 1962 our imports from Spain remained at a high level.'

'British exports to the Spanish monetary area rose by 50 per cent. to a total of £60 million. We increased our share of the market. We recognize that this success owes much to the policy of liberalization which Spain has followed so successfully since 1959 when she joined the OECD,' he said.

The President added that Spain's candidature for membership of the General Agreement on Tariffs and Trade was to be welcomed as a token that she would continue to apply the outward looking trade policies which had brought such success. He felt that British exports to Spain, of which over half consisted of capital goods, were already making a significant contribution to the development of Spanish industry and agriculture.

Performing Right Tribunal

Licence Scheme for Cinemas Further Varied

THE PERFORMING Right Society Limited, on September 21, 1962, referred again to the Tribunal, under Section 26 of the Copyright Act, 1956, a licence scheme relating to cinemas in respect of which scheme the Tribunal had made an Order on April 6, 1961, under Section 25 of the Act, which Order remains in force. The Performing Right Society sought to have the said scheme varied so as to remove from it the provisions relating to concerts held at cinemas, with the object of enabling such concerts to be included in another scheme or other schemes which would relate to concerts generally without regard to where or under whose auspices these should be held.

After a hearing before it on January 21, 1963, the Tribunal made an Order by consent further varying the said scheme in the manner sought by the Performing Right Society.

Heavier Inland Parcels Service

THE GENERAL POST OFFICE will now accept heavier parcels for the inland service, the maximum weight of which will be increased from 15 lb. to 22 lb. For parcels over 15 lb. up to 18 lb. the postage rate will be 5s. 9d., and for parcels over 18 lb. up to 22 lb. it will be 6s. 6d.

Mr. Erroll Meets Mr. Christian Herter

MR. FREDERICK ERROLL, President of the Board of Trade, met Mr. Christian Herter, President Kennedy's special representative for trade negotiations, for an hour and a half at the Euston Hotel on February 1. The meeting followed a luncheon which the Chancellor of the Exchequer had given for Mr. Herter and at which the President had also been present. There was an exchange of views on trade questions, particularly those arising out of the U.S. Trade Expansion Act.

President Meets Yugoslav Delegation

Mr. Frederick Erroll, President of the Board of Trade (*second left*), with members of a Yugoslav delegation during their visit to the Board of Trade. With him are (*left*) Mr. Nikola Dzuverovic, Secretary (Minister) for General Economic Affairs of the Federal Executive Council; Mr. Silve Hrast, Secretary (Minister) for Industry of the Executive Council of the People's Republic of Slovenia; Mr. Vasil Tudazrov, Secretary (Minister) for Industry of the Executive Council of the People's Republic of Macedonia; and Mr. Dusan Vukovic, Assistant-secretary for Commerce and Tourism of the Federal Executive Council. The delegation visited Britain from January 14 to 31 as guests of the Foreign Office.

Sir Herbert Andrew Appointed to Ministry of Education

THE PRIME MINISTER, in consultation with the Ministers concerned, has approved the appointment of Sir Herbert Andrew to be Permanent Secretary of the Ministry of Education in succession to Dame Mary Smieton on her retirement from the public service this summer.

Sir Herbert Andrew, who is at present a Second Secretary of the Board of Trade, will in the first instance take up duty in the Ministry of Education as a Deputy Secretary on March 11 in succession to Mr. Part, whose appointment on that date to be a Deputy Secretary in the Ministry of Public Building and Works was announced on January 28.

Note: Sir Herbert Andrew, who is 52, was born at Woodley, Cheshire, and educated at Manchester Grammar School and Corpus Christi College, Oxford. He entered the Patent Office as an Assistant Examiner in 1931 and transferred to Board of Trade headquarters in 1938. He was Assistant Secretary, Monopolies and Restrictive Practices Commission, 1950-51, and Second Secretary (General) from 1955 to 1960. Since 1960 he has been Second Secretary (Overseas) Board of Trade.

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Open General Licence for Iron and Steel Scrap

AT THE REQUEST of the Ministry of Power the Board of Trade announce that arrangements have been made to permit further exports of specified types of iron and steel scrap.

The current Open General Licence expires on February 28. A new Open General Licence has been issued permitting from March 1 until further notice the export to any destination of iron and steel scrap not exceeding a f.o.b. value of £25 per ton other than:

(a) Material derived from armour plate,
(b) Material derived from military equipment described in Group 1 of the First Schedule to the Exuort Control Order,
(c) Material wholly or partly coated or clad with copper or alloys containing 50 per cent. or more by weight of copper.

On this occasion the licence is being extended indefinitely because scrap is considered likely to remain in good supply in the United Kingdom for many months. It should be emphasized, however, that the licence will be terminated, either in whole or in part, if a shortage of ferrous scrap in general or of special types of this material should appear at any time to be in prospect. Reasonable notice of the future licensing arrangements would be given in such circumstances.

Inquiries about this licence should be made to the Board of Trade, Export Licensing Branch, Gavrelle House, Bunhill Row, London, E.C.1, (Tel. Monarch 4071). Copies of the Open General Licence (price 3d. by post 5½d.) will be obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches.

Note: The new Open General Licence allows for an unlimited period the continued free export of basic grades of iron and steel scrap, including cast iron scrap, while safeguarding home requirements of high value scrap.

Transhipment Open General Licence

THE BOARD OF TRADE announce the issue of a Transhipment Open General Licence which comes into force today. The licence replaces the Open General Licence dated February 16, 1959, and is related to the Export of Goods (Control) Order, 1963, made on January 4, 1963. The only change in the control position is that certain types of scrap metals are now included within the terms of the Open General Licence.

Inquiries about this Licence should be made to the Board of Trade, Export Licensing Branch, Gavrelle House, Bunhill Row, London, E.C.1. (Tel.: Monarch 4071). Copies of the Open General Licence (price 5d., by post 7½d.) will be obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches.

Note – Under the 1959 Open General Licence the position generally was that subject to certain formalities transhipment in the United Kingdom could be effected without individual licence except for certain items (mainly arms and strategic goods) for destinations other than the Commonwealth, the Irish Republic and the United States. The new Licence continues this position.

Imports of Potatoes

THE BOARD OF TRADE announce that for the time being main crop potatoes may be imported under Open Individual Licences from all sources, subject to the regulations essential for the maintenance of plant health in the United Kingdom.

Although there is no shortage of potatoes at present, the very cold weather in recent weeks may lead to losses in store and clamp that could result in a shortfall in supplies later in the season. Supplies and prices will be reviewed regularly to determine whether these imports will continue to be necessary. (New potatoes may be imported from any source outside the Eastern Area under the Open General Licence.)

A notice to importers No. 1029 detailing the licensing arrangements was issued on January 31, 1963. Copies can be obtained from T.I.P. Division, Room 3360, (Tel. 3183), Board of Trade, Horse Guards Avenue, Whitehall, S.W.1.

The Import Duties (General) (No.1) Order, 1963

THE TREASURY have made the Import Duties (General) (No. 1) Order, 1963, which removes the import duty (both full and EFTA rates) on certain canned apricots, peaches and cherries and on certain hardwood logs. The Order came into operation on February 6, 1963, and has been published as Statutory Instruments 1963, No. 188.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the ground that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by February 22, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.01	3:3'-Dimethyldiphenyl .	As in previous column .	December 31, 1963	5461
29.14	Allyl methacrylate . .	As in previous column .	December 31, 1963	6042
29.14	Cyclohexyl methacrylate .	As in previous column .	December 31, 1963	6040
29.14	2-Ethyl-2-hydroxymethyl-propanediol trimethacrylate.	Trimethylol propane trimethacrylate.	December 31, 1963	6041
29.14	Tetragol dimethacrylate .	Tetra-ethylene glycol dimethacrylate.	December 31, 1963	6038
29.23	Sodium hydrogen glutamate.	Mono sodium glutamate.	December 31, 1963	6078
29.29	Di (dimethylglyoximato) diamminecobaltic nitrate	As in previous column .	December 31, 1963	6061
29.37	7-Chloro-2-ethyl-1:2-dihydro - 6 - sulphamoyl-quinazolin-4-one.	Quinethazone . .	December 31, 1963	6100

Hire Purchase Agreements for Furniture

MR. FREDERICK ERROLL, President of the Board of Trade, announced in the House of Commons on February 1 that the Order which he proposed to make permitting add-to agreements for furniture under the hire-purchase control would provide that when a customer had paid off 25 per cent. or more of the cash price under an existing hire-purchase or credit sale agreement, he could acquire furniture and/or bedding without payment of a further deposit, provided that the balance outstanding on the existing agreement plus the cash price of the additional goods did not exceed the cash price of the goods covered by the orginal agreement. It would further provide that repayments must continue at not less than the original rate and that all monies outstanding must be repaid within 36 months of the date of any additional agreement. There would also be provision that, in cases where such an agreement had been completed within six months prior to the date on which the Order came into force, a further agreement covering furniture and/or bedding of a cash price not exceeding that of the goods covered by the previous agreement might be entered into without payment of a deposit.

Notes: The Order will be one amending the Hire-Purchase and Credit Sale Agreements (Control) Order 1960. It will permit furniture and/or bedding to be 'added to' any existing hire-purchase or credit sale agreements relating to goods controlled under the existing Order provided that the necessary conditions are fulfilled.

The Order will not permit floor coverings to be added to agreements.

The President's further announcement was made before the making of the Order so that the general principles on which it would be based might be known while the Furniture Exhibition was open.

No further details about the Order will be available until it is published.

Economic Trends

The January issue of 'Economic Trends' presents figures of national income and expenditure in the third quarter of 1962 and earlier quarters. Copies: H.M. Stationery Office. Price 5s.

Unemployment: Debates, Deputations, Developments

DURING THE DEBATE in Parliament on unemployment and economic policy on February 4, Mr. John Hare, Minister of Labour, referred to the following developments in the North-east and Scotland and stated:

'I can also tell the House that today the Admiralty has placed orders for the building of three fleet replenishment tankers in the North-East. These orders, which have been placed as the result of competitive tenders, have gone to Hawthorn, Leslie Ltd., of Hebburn-on-Tyne, for two ships, and Swan Hunter and Wigham Richardson Ltd., of Wallsend, for one ship. The orders are worth about £10 million.

'For Scotland, the Government have now authorized the acceptance of the successful tender for the Tay Bridge and work will start in the spring. The total cost will be £4½ million. Work under the existing road programme in Scotland is to be accelerated. This year the estimated expenditure was £12 million and that figure will be exceeded. Next year it will be over £14½ million. Further projects of this sort will be announced as decisions are reached.'

In reply to a Parliamentary question earlier in the day, the Minister gave a list showing the percentage rate of unemployment in each Development District in Great Britain. (*Hansard* cols. 23-26).

An adjournment debate on employment in West Cumberland was held on January 29 (*Hansard* cols. 897-908) and on employment on the North-East coast on January 30 (*Hansard* cols. 1092-1102).

Lord Hailsham visited the North-East this week during his tour of the areas of heavy unemployment.

Industrial Estates in the North-East

The Northern Regional Office of the Board of Trade have announced that, in addition to the expenditure of £275,000 on Aycliffe Industrial Estate, substantial expenditure totalling another £50,000 has been authorized for similar improvement schemes on some of the Board's other industrial estates in the North East, specifically at Hartlepool, Bede, Jarrow, Houghton-Le-Spring, Pallion, Sunderland and Spennymoor. The schemes are directed both at improving the appearance of the estates and making the maximum use of their facilities with a view to further encouraging industrial expansion They will also provide direct employment. The schemes will be started quickly and should be completed by the end of the summer.

Scottish Industrial Sites Improvements

THE FOLLOWING notice has been issued by the Board of Trade Office for Scotland:

'The Board of Trade has authorized the Industrial Estates Management Corporation for Scotland to proceed with various schemes designed to improve the attractiveness to industry of a number of the Board of Trade Industrial Estates in Scotland. The work will involve, according to the circumstances on the various estates, the removal of a 'bing', demolition of unsightly buildings, levelling and the provision of additional roads and car parking space.

The estates on which work will take place are: Blantyre, Carfin, Carntyne, Coatbridge, Donibristle, Dundee, Kilwinning, Larkhall, Newhouse, Port Glasgow, Queenslie, Vale of Leven.

The work is estimated to cost about £300,000 and will be carried out during the spring and summer of this year.

Note:

A 'bing' is Scottish for a coal slag heap.

Employment Prospects in Hull

COMMANDER HARRY PURSEY, M.P., and Captain Mark Hewitson, M.P., saw Mr. David Price, Parliamentary Secretary, Board of Trade, and Mr. William Whitelaw, Parliamentary Secretary, Ministry of Labour, at the House of Commons on January 28, to discuss current and future employment prospects in Hull.

The Ministers expressed the hope that the present rise in unemployment in Hull would be of a temporary nature and that the Government's measures of general expansion would provide the best remedy.

Mr. David Price, Parliamentary Secretary, Board of Trade, examines one of the machines in the assembly department of the new factory of Engineering Productions (Clevedon) Northern Ltd., at Prudhoe-on-Tyne which he opened during his recent two-day tour of North-East England.

Deputation from Dunbartonshire at B.o.T.

A DEPUTATION from Dunbarton County Council, introduced by Mr. Cyril Bence, M.P., and Mr. Tom Steele, M.P., and led by Dr. Hugh Gillies, the Convener of the County, was received by Mr. David Price, Parliamentary Secretary to the Board of Trade; Mr. Gilmour Leburn, Joint Parliamentary Under-Secretary of State, Scottish Office; and Mr. William Whitelaw, Parliamentary Secretary to the Ministry of Labour, at the Board of Trade, London, on January 31.

The deputation urged further steps to remedy the very high level of unemployment in the County. There was a full discussion of the steps which had already been taken by the Government and by the Local Authorities to encourage the introduction and expansion of industry and to provide new employment.

Mr. Price assured the deputation that the Board of Trade would continue to do everything practicable under the Local Employment Act towards that end. The Ministers also agreed that other measures such as expedited expenditure on road projects would be speedily considered. Mr. Price told the deputation that in addition to the Advance Factory already announced for the Vale of Leven Industrial Estate, the Board of Trade proposed to spend over £50,000 on the Vale of Leven Estate as part of a special programme to improve Board of Trade Estates in Scotland. The work will include a substantial amount of site levelling and road works. It will improve the appearance of the Estates and will make sites for three factories ready for immediate development when firms are found to go there. This work is to be started soon and will be completed during this coming summer.

Mr. Leburn promised that speedy consideration would be given to the County Council's application for a grant towards the cost of the partial clearance and improvement of the United Turkey Red site, which the County would then have available for letting for industrial use.

Finally the deputation emphasized the need for more new industry for the New Town of Cumbernauld, in order to provide for the increasing population which arrive from Glasgow under the overspill arrangements. Mr. Price pointed out that the Board of Trade had already had some encouraging success in getting industry to Cumbernauld and promised that the Board would continue to try to interest industrialists in the possibility of locating new developments there.

Questions Asked and Answered in Parliament

Below is a selection of questions of interest to industry asked and answered in Parliament

Thursday January 31

Commonwealth and the EEC

Asked if he would call a Commonwealth Prime Ministers' Conference, in view of the state of the negotiations with regard to Britain's application to join the E.E.C., with a view to agreeing an alternative economic policy for Great Britain in co-operation with the Commonwealth, Mr. Harold Macmillan, the Prime Minister, said 'Commonwealth trade has throughout been a major factor in our economic policy and ought not to be looked on as an alternative to membership of the European Economic Community. We shall certainly continue to keep in closest touch with the other Commonwealth Governments while working out our policies.'

Cotton Industry Act Grants

The President was asked what would be the cost to Treasury funds, under the terms of the Cotton Industry Act 1959, of firm orders already placed for new machinery. In reply he said that just over £4 million had now been paid out against claims for re-equipment grants. He had no record of the value of firm orders placed for new machinery for which no claim had yet been made.

In answer to a further question as to what would be the cost to Treasury funds if all the applications for re-equipment went ahead, under the terms of the Act, The President said about £29 million.

Monday February 4th

Jobs Created in the North-East

Asked if he would state the number of new jobs created in the North-East Region during 1962, and the number of new jobs in prospect for the region in 1963, the Parliamentary Secretary replied: 'Industrial Development Certificates approved during 1962 in Northumberland, Durham and the North Riding were estimated to give rise to 7,000 new jobs. About 18,000 new jobs in all are in prospect in the area. I cannot say how many of these will actually accrue in 1963.'

I.D.C's. Issued and Rejected

The President was asked how many requests for Industrial Development Certificates had been made and rejected for expansion in congested industrial areas in each year since April 1960; what was the total factory space involved and how much of it subsequently went to the development districts. In reply the President said that in the absence of any definition of congested industrial areas, he proposed to give the figures for approvals, refusals and the space involved for all areas outside the development districts. They were as follows:

Industrial Development Certificates

	No. of Issued Schemes	Area million sq. ft.	Rejected Schemes	Area million sq. ft.
1960 (9 month)	2,277	55·8	120	4·2
1961	2,210	48·2	98	4·6
1962	1,731	31·7	109	4·7

In addition to the applications formally refused, many projects were not pursued after discussions with the applicants had shown them that they were unlikely to receive certificates for development outside the development districts. The amount of factory space applied for in development districts following the refusal of industrial development certificates elsewhere is not known.

Expenditure in Development Areas

Replying to a questioner who asked what was the net Governmental expenditure in the development areas and the development districts in each of the last five years; and what was the estimate for the year 1963-64, the President said: 'Expenditure up to and including 1959-60 on Services in Development Areas and Financial Assistance in Development and Other Areas is in the Civil Appropriation Accounts under Class VI, Votes 4 and 5. Expenditure in 1960-61 and 1961-62 on the Promotion of Local Employment is under Class VI, Vote 4. The net expenditure in each of the last five years was: 1957-58 £2·8 m. 1958-59 £3·6 m. 1959-60 £8·6 m. 1960-61 £11·8 m. 1961-62 £32·8 m. The Estimates for 1963-64 will be shown in the Vote on Account to be published in the middle of February.

Coleraine Plant Expansion in Northern Ireland

CHEMSTRAND LIMITED announce that the Coleraine plant in Northern Ireland is to be further expanded to an annual capacity of 27½ million lbs. of Acrilan fibre.

Opened in May 1959, the plant was originally designed for an annual output of 10 million lbs. In February 1961 it was then announced that the capacity was to be increased to 15 million lbs., and that engineering studies were in hand for further expansion.. This phase of development was completed in May 1962, since when the plant has been successfully operated to capacity. Improved technology utilising existing facilities has subsequently raised production capacity to over 19 million lbs.

The steadily growing demand for 'Acrilan' in apparel and domestic textiles has justified further extensive additional production capacity, and substantial capital works are now approved. The phase of expansion to 27½ million lbs. annual capacity is for intended completion by Spring 1964. Mosanto Chemicals Limited Engineering Department are undertaking design, procurement and construction.

Bulletin for Industry

The current issue of the '*Bulletin for Industry*' includes articles on the regional pattern of employment; the working population; and sets out some of the factors behind the recent rise in unemployment, and outlines the measures that have been taken to stimulate the economy. Copies froee from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.

Dealers in Securities

THE FOLLOWING amendments were made during January to the lists of Licensed Dealers in Securities and Exempted Dealers in Securities, under Section 3 and 16 of the Prevention of Fraud (Investments) Act, 1958:

Licensed Dealers

Insert:	Mekie & Co. Ltd., Candlewick House, 116-126 Cannon Street, London, E.C.4.
Change of Address	Fraser, Robert & Partners Ltd.,
Delete:	34 Nicholas Lane, London, E.C.4.
Insert:	25/31 Moorgate, London, E.C.2.

Exempted Dealers

Change of Name	
Delete:	South African & General Investment & Trust Co. Ltd., The
Insert:	Sagit Trust Co. Ltd.
Change of Address	*Stern Brothers*
Delete:	6 Angel Court, Throgmorton Street, London, E.C.2.
Insert:	26 Throgmorton Street, London, E.C.2.

The Economy – Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1957 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1957	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £ m.	19,991	—	16,050	15,232	15,232	7,637	3,493	922	699	591	1,205				
1958	100	100	100	100	100	101	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	105	108	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	109	108	108	118	110	124	129	114	+390	+520	+48	+35
1961	111	114	121	114	109	111	128	130	132	136	122	+292	+230	+36	+ 5
1962															
1961															
3rd Quarter	111	115	121	115	109	111	133	135	139	139	126	+ 29	+ 53	— 8	—24
4th Quarter	111	113	122	115	109	111	127	130	128	139	118	+ 54	+ 64	— 1	—11
1962															
1st Quarter	109	113	123	116	109	111	126	122	118	134	127	— 18	— 32	—16	+33
2nd Quarter	112	116	125	120	111	110	128	120	129	139	130	+ 40	+ 32	—10	—11
3rd Quarter	112	117	127	120	111	112	128	111	131	145	128	+ 68	+ 34	+20	+ 1
4th Quarter						112									
1962															
July	..	116	..	..	..	110	..	..	..	..	..	..	..	..	..
August	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
September	..	117	..	..	..	113	..	..	..	..	..	..	..	..	..
October	..	115	..	..	..	111	..	..	..	..	..	..	..	..	..
November	..	116*	..	..	..	113	..	..	..	..	..	..	..	..	..
December			..	..	..	112	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices													at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £ m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+328
1959	101	133	109·6	+0·6	103·4	114·2	117·4	433	+31	..	157	+21	..	106	105	+111
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	—96	..	212	+55	..	121	112	—301
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	—32	..	213	+ 1	..	117	116	— 77
1962			119·3	+4·2	103·0*	120·6*	136·2	419	+114	..	149	—64	..	120	119	
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	116	115	— 2
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 9*
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	118	121	+ 37*
3rd Quarter	119*	92*	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 13*
4th Quarter			119·6	+2·6	102·5*	121·2*	138·3	491	+101	+49	120	—36	—32	121	120	
1962																
July	119*	95*	120·4	+5·1	102·6	120·6	137·0	371	+ 3	—15	167	—12	+ 4	125	123	..
August	119*	93*	119·4	+3·2	102·0	120·8	137·3	392	+ 21	+ 9	154	—13	— 8	124	117	..
September	119*	92*	119·3	+3·3	101·9	121·1	137·5	407	+ 15	+13	147	— 7	— 8	120	123	..
October	118*	98*	119·1	+2·9	102·1*	121·1*	137·6	456	+ 49	+26	131	—16	—11	126	127	..
November	118*	101*	119·6	+2·3	102·6*	121·2*	138·5	497	+ 41	+18	118	—13	—14	120	115	..
December			120·2	+2·6	102·8*	121·3*	138·8	520	+ 23	— 1	110	— 8	—12	118	119	..
1963																
January								605	+ 85	+41	108	— 2	— 1			

† NOT seasonally adjusted. * Provisional.

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Passenger Movement

The Number of Passengers Travelling To and From the U.K. Continued to Increase in 1962

MORE THAN five and a half million passengers travelled to and from the United Kingdom during the first six months of 1962. This figure represents nearly 312,000 or 6 per cent. more than in the first half of 1961, and 19 per cent. more than in 1960.

The increase in air travel during the first half of 1962 was 9 per cent. compared with the sharp rise of 21 per cent. in the same period of 1961. Sea travel rose by only 2 per cent.

Continental Routes

Passenger movement on the continental routes showed a 7 per cent. increase in the first half of 1962, compared with the same period of 1961, which, in turn, showed an increase of 14 per cent. compared with the similar period of 1960. Air travel rose by 9 per cent.—21 per cent. in 1961. The number of passengers carried to and from Belgium and Spain increased by 23 and 32 per cent. respectively. Sea figures rose by 4 per cent.

Non-European Routes

Total passenger movement on the non-European routes showed an increase of 10 per cent. compared with the corresponding period of 1961. Air figures, rising by 14 per cent. were more than double the sea figures, which rose by only 2 per cent.

The continued increase in the number of passengers entering the United Kingdom by air from the British West Indies (29 per cent.) and India and Pakistan (39 per cent.), suggests that immigration by air from these countries has increased during this period. Passengers arriving by air from the United States rose by 16 per cent.

The analysis by country of arrival and departure of all passengers travelling to and from the United Kingdom by the long sea routes is again available. This information was last published in the Passenger Movement articles covering the year 1960. Figures for the first six months of 1961 and 1962 show little change from those for the corresponding period of 1960.

Emigration direct by sea from the United Kingdom to Australia fell by 16 per cent., but that to New Zealand rose by 37 per cent., during the first half of 1962 compared with the similar period of 1961.

Irish Republic

The number of passengers travelling to and from the Irish Republic during the first half of 1962 fell slightly compared with the same period of 1961. Although the drop of 6 per cent. in sea travel was offset by an increase of 7 per cent. in air travel, this represents a much lower rate of increase in the air traffic, which had shown an increase of 27 per cent. in the first six months of 1961 compared with the similar period of 1960.

Table 1. Summary of United Kingdom Passenger Movement

(Excluding movement across the land frontier between the Irish Republic and Northern Ireland, passengers travelling between the Channel Islands and Great Britain, passengers carried in aircraft chartered by British Government Departments and, as far as possible, passengers travelling by sea on pleasure cruises and day trips, and H.M. and other armed Forces travelling in the course of their duties.)

Thousands of passengers

		Total		European Continent and Mediterranean Sea Area		Non-Europe		Irish Republic	
		To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.
Total: Jan.-June	1962	2,819	2,764	1,967	2,026	460	359	393	379
	1961	2,674	2,598 (a)	1,854 (a)	1,893 (a)	416 (a)	329 (a)	403	376(a)
	1960	2,380	2,322	1,616 (a)	1,667 (a)	386 (a)	312 (a)	378	343
By Sea: Jan.-June	1962	1,236	1,241	872	907	141	123	223	211
	1961	1,234	1,250 (a)	849	864	140	118	244	218
	1960	1,189	1,162	787	814	149	129	253	219
By Air: Jan.-June	1962	1,583	1,523	1,095	1,119	318	235	169	169
	1961	1,440	1,398	1,005 (a)	1,029 (a)	276 (a)	211 (a)	159	158
	1960	1,191	1,160	829 (a)	853 (a)	237 (a)	183 (a)	126	124

(a) Amended figures.

Table 2. Passenger Movement by Sea between the United Kingdom and the Continent of Europe and Mediterranean Sea Area

COUNTRIES IN WHICH PASSENGERS LANDED OR EMBARKED

Thousands of passengers

	Jan.-June	To U.K.	From U.K.
Total, All countries	1962	872	907
	1961	849	864
	1960	787	814 (b)
Belgium	1962	219	233
	1961	178	191
	1960	197	216
Denmark	1962	16	13
	1961	13	10
	1960	16	13
France	1962	479	494
	1961	485	483
	1960	410	409
Holland	1962	115	122
	1961	129	133
	1960	122	132
Norway	1962	25	29
	1961	25	29
	1960	24	27
Sweden	1962	9	7
	1961	10	7
	1960	9	7
Others (a)	1962	8	9
	1961	10	10
	1960	9	10

(a) Including passengers to and from North African and Middle East countries for 1961 and 1962.

(b) Amended figure.

Table 3. Passenger Movement by Sea between the United Kingdom and the Continent of Europe and Mediterranean Sea Area

FLAGS OF CARRYING VESSELS

Thousands of Passengers

	Jan.-June	To U.K.	From U.K.
Total, All Flags	1962	872	907
	1961	849	864
	1960	787	814
British	1962	410	461
	1961	413	439
	1960	352	373
Foreign	1962	462	445
	1961	436	424
	1960	435	442
Belgian	1962	218	230
	1961	176	189
	1960	195	214
Danish	1962	15	13
	1961	12	10
	1060	15	13
Dutch	1962	37	38
	1961	41	42
	1960	37	41
French	1962	153	124
	1961	167	143
	1960	150	136
Norwegian	1962	25	29
	1961	25	28
	1960	25	27
Swedish	1962	9	7
	1961	10	7
	1960	9	7
Other Foreign	1962	5	5
	1961	6	5
	1960	4	4

(*Continued on next page*)

Passenger Movement (*Continued*)

Table 4. Passenger Movement by Air between the United Kingdom and the Continent of Europe and Mediterranean Sea Area

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of passengers

Countries in which passengers landed or embarked	Jan.-June	To United Kingdom	From United Kingdom
Total, All Countries (d)	1962	1,095	1,119
	1961	1,005	1,029
	1960	829	853
Commonwealth Countries (a)	1962	29	29
	1961	25	27
	1960	19	20
Foreign Countries (d)	1962	1,067	1,090
	1961	980	1,003
	1960	810	833
Austria	1962	10	11
	1961	10	11
	1960	8	8
Belgium	1962	97	109
	1961	80	87
	1960	64	67
Denmark	1962	32	31
	1961	28	27
	1960	23	22
France	1962	318	331
	1961	316	326
	1960	265	276
Germany	1962	112	112
	1961	105	106
	1960	91	95
Holland	1962	123	123
	1961	114	116
	1960	106	110
Italy	1962	83	88
	1961	72	78
	1960	54	56
Middle East Countries (b) (d)	1962	31	23
	1961	24	21
	1960	18	16
Norway	1962	14	15
	1961	14	15
	1960	12	13
Portugal	1962	10	9
	1961	10	9
	1960	8	8
Spain	1962	73	85
	1961	56	64
	1960	38	43
Sweden	1962	14	11
	1961	11	10
	1960	9	9
Switzerland	1962	111	105
	1961	104	98
	1960	87	84
Others (c)	1962	39	36
	1961	37	35
	1960	26	25

(a) Malta, Gibraltar and Cyprus.
(b) United Arab Republic, Lebanon, Israel, Jordan, Sudan, Iraq, Iran and Persian Gulf States.
(c) Including Libya, Tunisia, Morocco and French North Africa for 1961 and 1962: in 1960 the figures for these countries are included in Table 9 for the countries outside Europe.
(d) Amended figures for 1961 and 1962.

Table 5. Passengers Travelling Direct by Sea between the United Kingdom and Countries outside Europe and the Mediterranean Sea

ANALYSIS BY NATIONALITY

Thousands of passengers

		Total		Aliens		Commonwealth Citizens	
		To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.
Jan.-June	1962	141·4	123·2	34·8	24·4	106·6	98·8
	1961	140·5	117·8	31·4	21·2	109·1	96·6
	1960	148·9	129·0	36·4	23·8	112·5	105·2

Table 6. Commonwealth Citizens Travelling Direct by Sea between the United Kingdom and Countries outside Europe and the Mediterranean Sea

ANALYSIS OF TRAVELLERS

Thousands of passengers

		Total		United Kingdom Residents		Overseas Visitors		Migrants		Irish Republican Citizens in Transit	
		To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.
Jan.-June	1962	106·6	98·8	21·8	23·8	47·3	29·3	37·2	45·2	0·3	0·5
	1961	109·1	96·6	20·6	21·1	50·1	28·1	38·2	46·9	0·2	0·5
	1960	112·5	105·2	25·4	24·9	52·0	31·9	34·7	47·8	0·4	0·6

Table 7. Overseas Commonwealth Citizens Travelling Direct by Sea between the United Kingdom and Countries outside Europe and the Mediterranean Sea

Thousands of passengers

Countries of last or intended future permanent residence (a)		To United Kingdom			From United Kingdom		
		Overseas Visitors	Immigrants	Total	Overseas Visitors	Emigrants	Total
Total All Countries: Jan.-June	1962	47·3	37·2	84·6	29·3	45·2	74·5
	1961	50·1	38·2	88·3	28·1	46·9	75·0
	1960	52·0	34·7	86·6	31·9	47·8	79·7
Commonwealth Countries (c):	1962	38·1	32·4	70·5	23·5	39·5	63·1
	1961	38·4	32·1	70·5	21·9	41·0	62·8
	1960	40·4	29·9	70·4	25·6	42·1	67·7
Australia	1962	11·0	5·8	16·8	6·2	19·5	25·7
	1961	10·6	4·9	15·5	5·0	23·3	28·3
	1960	9·1	5·9	15·0	5·1	22·3	27·5
British West Indies and Bermuda	1962	1·8	8·7	10·4	0·8	2·2	3·0
	1961	1·7	8·6	10·3	0·7	1·3	2·0
	1960	2·1	6·7	8·8	1·0	1·3	2·2
Canada	1962	9·4	2·5	11·9	7·4	4·9	12·2
	1961	10·2	3·7	13·9	6·8	4·8	11·6
	1960	12·6	3·9	16·5	7·7	6·6	14·3
East Africa	1962	1·7	1·7	3·3	1·0	0·4	1·4
	1961	1·7	0·8	2·5	1·3	0·3	1·6
	1960	1·9	0·6	2·5	2·1	0·5	2·6
Federation of Rhodesia and Nyasaland	1962	2·2	1·0	3·3	1·9	0·8	2·6
	1961	2·3	1·4	3·7	1·7	0·6	2·3
	1960	2·4	1·1	3·5	1·9	0·9	2·9
India, Pakistan and Ceylon	1962	2·3	4·3	6·6	1·4	1·5	2·9
	1961	2·4	4·2	6·6	1·4	1·6	3·0
	1960	2·6	3·3	5·8	1·8	1·5	3·2
Malaya and Singapore	1962	0·9	1·8	2·7	0·5	1·3	1·8
	1961	1·0	2·2	3·2	0·6	2·1	2·6
	1960	1·1	2·3	3·4	0·8	2·5	3·3
New Zealand	1962	4·6	1·9	6·5	1·8	6·1	7·9
	1961	4·3	1·8	6·1	1·6	4·5	6·0
	1960	4·1	2·3	6·4	1·4	3·6	5·0
West Africa	1962	2·4	2·2	4·6	1·7	1·8	3·5
	1961	2·5	2·3	4·8	2·1	1·6	3·7
	1960	2·8	1·5	4·2	2·6	1·5	4·2
Other Commonwealth Countries	1962	1·9	2·5	4·5	0·9	1·2	2·1
	1961	1·7	2·1	3·9	0·7	1·0	1·7
	1960	1·8	2·4	4·2	1·2	1·3	2·5
Foreign Countries (c)	1962	9·2	4·8	14·0	5·8	5·6	11·4
	1961	11·4	5·9	17·3	5·1	5·1	10·8
	1960	11·5	4·8	16·3	6·3	5·7	12·0
Central and South America	1962	1·0	0·3	1·3	0·5	0·4	0·9
	1961	1·1	0·4 (d)	1·5 (d)	0·6 (d)	0·4	0·9
	1960	1·1	0·4	1·6	0·6	0·3	0·9
South Africa (b)	1962	4·9	2·5	7·4	2·6	1·6	4·3
	1961	6·8	3·4	10·2	2·7	1·0	3·7
	1960	6·8	2·4	9·2	3·2	1·3	4·4
United States of America	1962	2·7	1·8	4·5	2·2	3·4	5·5
	1961	2·9	1·8	4·7	2·1	3·5	5·5
	1960	3·0	1·5	4·5	2·2	3·8	6·0
Other Foreign Countries	1962	0·6	0·3	0·9	0·4	0·3	0·7
	1961	0·6	0·4 (d)	1·0 (d)	0·4	0·3	0·6 (d)
	1960	0·6	0·4	0·9	0·3	0·3	0·6
Country Not Stated	1962	—	—	—	—	—	—
	1961	0·3	0·2	0·5	0·6	0·9	1·5
	1960	—	—	—	—	—	—

Passenger Movement (*Continued*)

Notes on Table 7

(a) Residence for more than a year is treated as 'Permanent Residence' for the purpose of this classification.
(b) South Africa seceded from the Commonwealth on June 1, 1962. Most South Africans became aliens from this date and are therefore excluded from the table. To simplify presentation, South Africa is shown under Foreign Countries for all three periods covered by the table. The actual figures relating to arrivals in and departures from the United Kingdom in June 1962, are: overseas visitors 347; immigrants 203; and overseas visitors 152; emigrants 241, respectively.
(c) Revised figures for 1960 and 1961 resulting from the changed position of South Africa in this table.
(d) Amended figures.

Table 8. Passenger Movement by Sea between the United Kingdom and Countries outside Europe and the Mediterranean Sea

ANALYSIS BY COUNTRY OF ARRIVAL OR DEPARTURE

Thousands of passengers

Countries in which passengers landed or embarked	Jan.-June	To United Kingdom	From United Kingdom
Total, All Countries	1962	141·4	123·2
	1961	140·5	117·8
	1960	148·9	129·0
Commonwealth Countries (b)	1962	74·8	69·3
	1961	75·0	70·4
	1960	76·0	76·0
Australia	1962	20·2	27·9
	1961	18·1	30·2
	1960	17·6	29·3
British West Indies and Bermuda	1962	12·5	4·0
	1961	11·5	2·9
	1960	9·8	3·1
Canada	1962	14·3	16·6
	1961	17·6	17·0
	1960	21·0	21·4
East Africa	1962	3·1	1·6
	1961	2·5	2·0
	1960	2·9	2·8
India, Pakistan and Ceylon	1962	7·4	3·3
	1961	7·7	3·4
	1960	6·7	3·7
Malaya and Singapore	1962	3·3	2·2
	1961	3·6	3·0
	1960	3·6	3·7
New Zealand	1962	6·5	8·1
	1961	5·9	6·3
	1960	6·3	5·3
West Africa	1962	4·9	3·9
	1961	5·0	4·0
	1960	4·8	4·6
Other Commonwealth Countries	1962	2·5	1·7
	1961	3·0	1·6
	1960	3·2	2·2
Foreign Countries (b)	1962	66·3	53·9
	1961	65·4	47·4
	1960	72·9	53·0
Central and South America	1962	2·3	2·0
	1961	2·5	1·9
	1960	2·6	1·7
South Africa (a)	1962	16·0	10·7
	1961	17·5	8·9
	1960	17·9	9·5
United States of America	1962	40·5	35·2
	1961	37·9	30·7
	1960	43·1	35·2
Other Foreign Countries	1962	7·5	5·9
	1961	7·5	5·8
	1960	9·3	6·6
Country Not Stated	1962	0·3	0·1

(a) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation, it is shown under Foreign Countries for all three periods covered by the table.
(b) Revised figures for 1960 resulting from the changed position of South Africa in this table.

Table 9. Passenger Movement by Air between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of passengers

Countries in which passengers landed or embarked	Jan.-June	To United Kingdom	From United Kingdom
Total, All Countries (d)	1962	318·4	235·5
	1961	275·7	211·4
	1960	236·9	182·9
Commonwealth Countries (c)	1962	149·5	105·2
	1961	130·6	95·4
	1960	93·9	77·0
Australia	1962	3·0	3·8
	1961	2·7	3·2
	1960	2·6	3·1
British West Indies and Bermuda	1962	26·3	7·9
	1961	20·4	5·9
	1960	9·8	4·1
Canada	1962	48·6	46·5
	1961	45·4	41·8
	1960	32·1	31·7
East Africa	1962	15·9	11·2
	1961	14·8	8·7
	1960	10·7	7·9
Federation of Rhodesia and Nyasaland	1962	7·0	5·7
	1961	7·0	5·1
	1960	5·9	4·5
India, Pakistan and Ceylon	1962	24·4	11·2
	1961	17·6	10·0
	1960	12·6	8·5
Malaya and Singapore	1962	3·7	3·4
	1961	3·8	4·1
	1960	3·2	3·3
West Africa	1962	15·8	11·9
	1961	14·5	12·9
	1960	12·6	11·2
Other Commonwealth Countries (d)	1962	4·7	3·7
	1961	4·5	3·8
	1960	4·3	2·6
Foreign Countries (c)	1962	168·9	130·2
	1961	145·0	115·9
	1960	143·0	106·0
Central and South America	1962	3·3	2·6
	1961	3·7	2·8
	1960	3·7	2·3
South Africa (b)	1962	6·1	5·3
	1961	5·9	4·8
	1960	4·7	3·8
United States of America	1962	151·6	115·6
	1961	130·4	103·8
	1960	130·5	95·7
Other Foreign Countries (a)	1962	7·9	6·7
	1961	5·0	4·5
	1960	4·1	4·2

(a) Including Libya, Tunisia, Morocco and French North Africa for 1960: in 1961 and 1962 the figures for these countries are included in Table 4 for the European Continent.
(b) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation it is shown under Foreign Countries for all three periods covered by the Table.
(c) Revised figures for 1960 and 1961 resulting from the changed position of South Africa in this table.
(d) Amended figures for 1960 and 1961.

(*Continued on next page*)

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Passenger Movement (*Continued*)

Table 10. Sea Passenger Movement by Ports

Thousands of passengers

	Total			To United Kingdom			From United Kingdom		
	January-June			January-June			January-June		
	1962	1961	1960	1962	1961	1960	1962	1961	1960
Between the United Kingdom and the European Continent:									
All ports	1,779	1,713	1,602	872	849	787	907	864	814
Dover	992	870	843	477	409	399	515	461	445
Folkestone	321	317	263	169	181	146	152	136	116
Harwich	250	271	269	123	135	131	128	136	139
Hull	9	10	9	5	5	4	5	5	4
London	31	32	29	16	18	15	14	15	14
Newhaven	74	110	91	34	54	46	40	56	46
Southampton	41	43	39	20	19	19	22	23	20
Tyne Ports	56	55	52	26	26	25	30	29	28
Other Ports	5	5	6	2	2	3	3	3	3
Between the United Kingdom and Non-European Countries:									
All Ports	265	258	278	141	140	149	123	118	129
Bristol	1	1	1	1	1	1	—	—	1
Glasgow	1	1	1	—	—	—	—	—	1
Liverpool	36	36	45	17	18	22	18	17	22
London	56	65	69	29	33	32	26	32	37
Plymouth	2	5	7	2	5	4	—	—	3
Southampton	162	143	147	88	79	85	74	64	62
Other Ports	7	7	8	4	4	5	3	3	3
Between the United Kingdom and the Irish Republic (a):									
All Ports	434	463	472	223	244	253	211	218	219
Fishguard	72	81	81	36	42	43	36	39	38
Glasgow	13	14	13	6	7	6	7	8	6
Holyhead	248	265	265	130	144	145	118	122	120
Liverpool	99	100	102	50	51	53	49	49	49
Other Ports	2	2	11	1	—	6	1	2	5

(a) All figures of passengers travelling between the United Kingdom and the Irish Republic for 1961 have been amended.

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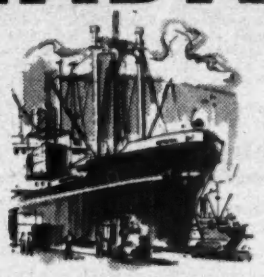

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Table 11. Passenger Movement by Sea between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

FLAGS OF CARRYING VESSELS

Thousands of passengers

Nationality of Passengers		Flag									
		Total	United Kingdom	Rest of Sterling Area	Dutch	French	German	Norwegian	Panamanian	United States	Other Foreign
Total, All Passengers – January-June:											
To U.K.	1962	141·4	98·4	0·2	8·8	7·0	1·8	0·4	2·8	5·3	16·7
	1961	140·5	100·7	0·2	8·4	3·4	2·2	0·6	3·0	5·8	16·2
	1960	148·9	107·0		9·3	3·2	2·1	1·6	3·7	6·9	15·0
From U.K.	1962	123·2	90·0	0·1	6·1	5·3	0·8	0·4	4·1	7·0	9·5
	1961	117·8	91·6	0·1	6·3	2·0	1·0	0·5	3·7	5·4	7·3
	1960	129·0	98·8		7·0	2·1	1·1	1·3	5·4	6·5	6·7
Commonwealth Citizens:											
To U.K.	1962	106·6	79·0	0·2	5·1	2·2	0·8	0·3	2·5	1·3	15·2
	1961	109·1	82·2	0·2	4·7	1·7	1·1	0·4	2·7	1·5	14·7
From U.K.	1962	98·8	78·2	0·1	3·9	1·8	0·4	0·2	3·9	1·4	8·9
	1961	96·6	78·8	0·1	3·8	1·0	0·5	0·3	3·6	1·6	6·9
Aliens:											
To U.K.	1962	34·8	19·4	—	3·7	4·8	0·9	0·1	0·3	4·1	1·5
	1961	31·4	18·5	—	3·7	1·8	1·2	0·2	0·3	4·3	1·4
From U.K.	1962	24·4	11·8	—	2·3	3·5	0·4	0·1	0·1	5·6	0·6
	1961	21·2	12·8	—	2·5	1·0	0·5	0·2	0·1	3·8	0·4

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Credit Insurers' Cambridge Meeting

EXPORT CREDIT insurers from 17 nations attended an Extraordinary General Meeting of the Berne Union (Union d'Assureurs des Credit Internationaux) in Cambridge from January 28 to 30, and discussed common technical problems, underwriting experience in various markets, and co-operation in the control of credit terms.

Mr. Frederick Erroll, President of the Board of Trade spoke at a dinner on January 28 at which the two British members, the Trade Indemnity Co. Ltd., and the Export Credits Guarantee Department, were joint hosts. The President spoke of the 'very real importance which our Government attaches to the role of the Berne Union and to the international co-operation which it has developed'. Export competition, he said, was rife with gossip and rumour. By members' direct contacts with one another they confronted rumour with reality: the system already worked well, and could be built upon and developed to cope equally well with new or changing problems.

Census of Production for 1958 - Summary Tables

THE SECOND of three volumes of Summary Tables, which bring together and analyse some of the information collected in the Census of Production for 1958, is now available. This volume is Part 134 of The Report on the Census of Production for 1958 and contains Summary Tables 7-11 providing regional and country analyses. Copies may be obtained from H.M. Stationery Office at York House, Kingsway, London, W.C.2, and branches, or through booksellers price 10s. By post 10s. 8d.

Publication of the first volume – Part 133 (Summary Tables 1-6) presenting summaries of the principal aggregates given in the reports on individual industries, together with some further analyses – was announced in the *Board of Trade Journal* of May 11, 1962.

The third volume, Part 135 (Summary Tables 12-19), which is also the last part of the 1958 Census Report, contains an analysis in terms of enterprises and will be published shortly.

Insurance Statistics

THE PUBLICATION 'Statements of Life Assurance and Bond Investment Business deposited with the Board of Trade during the year ended December 31, 1961,' is now on sale and can be obtained from H.M. Stationery Office, price 21 guineas per set of two volumes (which are not sold separately). The contents of this publication follows the lines of previous editions. The statements of all companies, both British and overseas, which carry on life assurance and/or bond investment business in Great Britain, have been reproduced in full, i.e., life assurance and bond investment revenue accounts, profit and loss accounts, balance sheets and certificates and actuarial returns as required by the Insurance Companies Act, 1958.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, February 1, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
Moment of Decision	Warner-Pathe Distributors Ltd.	Merton Park Studios Ltd.	Br/E 28118	30	January 28
Pathe Pictorial Series 417-429:					
Pathe Pictorial No. 425	" "	Associated British-Pathe Ltd.	Br/E 28119	8	January 28
Pathe Pictorial No. 426	" "	" "	Br/E 28120	8	January 28
Mining Review No. 6 16th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 28145	10	January 30
The Mind Benders	Warner-Pathe Distributors Ltd.	Novus Films Ltd.	Br/E 28147	109	January 31
Nine Hours to Rama	Twentieth Century-Fox Film Co. Ltd.	Red Lion Films Ltd.	Br/E 28148	121	January 31
Pathe News 63-9	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 27992	8	February 1
Pathe News 63-10	" "	" "	Br/E 27993	8	February 1
Movietone News 1755A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27939	7	February 1
Movietone News 1756	" "	" "	Br/E 27940	7	February 1
		FOREIGN			
Black Gold	Warner-Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 28117	76	January 28
Panther Girl of the Congo:					
The Claw Monster	Grand National Pictures Ltd.	Republic Pictures Corporation	F 28121	20	January 28
Jungle Ambush	" "	" "	F 28122	13	January 28
The Killer Beast	" "	" "	F 28123	13	January 28
Sands of Doom	" "	" "	F 28124	13	January 28
Test of Terror	" "	" "	F 28125	13	January 28
High Peril	" "	" "	F 28126	13	January 28
Double Trap	" "	" "	F 28127	13	January 28
Crater of Flame	" "	" "	F 28128	13	January 28
River of Death	" "	" "	F 28129	13	January 28
Blasted Evidence	" "	" "	F 28130	13	January 28
Double Danger	" "	" "	F 28131	13	January 28
House of Doom	" "	" "	F 28132	13	January 28
Radar Men from the Moon:					
Moon Rocket	" "	" "	F 28133	20	January 29
Molten Terror	" "	" "	F 28134	13	January 29
Bridge of Death	" "	" "	F 28135	13	January 29
Flight to Destruction	" "	" "	F 28136	13	January 29
Murder Car	" "	" "	F 28137	13	January 29
Hills of Death	" "	" "	F 28138	13	January 29
Camouflaged Destruction	" "	" "	F 28139	13	January 29
The Enemy Planet	" "	" "	F 28140	13	January 29
Battle in the Stratosphere	" "	" "	F 28141	13	January 29
Mass Execution	" "	" "	F 28142	13	January 29
Planned Pursuit	" "	" "	F 28143	13	January 29
Death of the Moon Man	" "	" "	F 28144	13	January 29
The Black Pirates	Panton Film Distributors Ltd.	(Salvador Films) Lippert Pictures Inc.	F 28146	73	January 31
Tea House Mouse	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.	F 28149	6	January 31

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Retail Sales Fairly Steady in December

THE SEASONALLY adjusted index of the value of retail sales was 120 in December compared with 121 in November but the fall in the index in unrounded figures was only half a point and the underlying trend seems to have continued at about the level of several previous months. Foggy weather in the early part of the month and the start of the very cold spell immediately after Christmas may have had a slightly depressing effect on sales in December. During the final quarter as a whole the index was rather less than one per cent. lower than it was in the third quarter which contained two months when the index was particularly high. The index of the volume of sales fell by a full point to 112 in December but by only half a point between the third and fourth quarters of the year, the rounded index being at 112 in both periods.

The value of sales in December before seasonal adjustment was 3 per cent. above a year earlier compared with an increase of 4 per cent. in November.

The slight fall in the seasonally adjusted index of the value of retail sales between November and December was due partly to a fall in the index of sales by clothing and footwear shops – from 124 to 120 – and a slight fall, not shown in the whole-number figures, in sales by food shops. Sales by durable goods shops and other non-food shops showed little change between the two months.

Retail trade in 1962

The lack of buoyancy in the economy generally in 1962 was largely reflected in the results for retail trade which did not have a particularly good year. The underlying course of trade during 1962 is difficult to determine from the seasonally adjusted index numbers – which showed a sharp increase in August after hardly moving in the earlier part of the year – but it seems unlikely that the year ended with sales on a rising trend. For the year as a whole the increase in the value of sales was only a little less than in 1961 – 3½ per cent., compared with 4 per cent. – but because of a larger increase in prices than in 1961 the increase in the volume of sales was only a little over ½ per cent. compared with nearly 2 per cent. in 1961. The 4 per cent. increase in the value of sales by food shops was rather larger than that in 1961 but the increase in the volume of sales at about 2 per cent. was smaller, while the value of non-food shop sales showed a smaller increase than in 1961 and the volume of sales actually fell a little, compared with an increase of about 1½ per cent. in 1961.

Sales by clothing and footwear shops were very sluggish during the first half of the year and in spite of better trading towards the end of the year – including a record-breaking September – the year as a whole showed an increase of only 2 per cent. compared with 3 per cent. in 1961 and 8 per cent. in 1960. Moreover, prices were about 3 per cent. higher in 1962 compared with an increase of about half that amount in 1961. Each of the three types of shop-men's wear, women's wear and footwear – showed about the same increase in 1962.

Durable goods shops also started the year slowly and although trading improved a little in the early summer it tailed off somewhat at the end of the year. For the year as a whole sales were 2 per cent. higher than in 1961 when they showed no change on a year earlier. Furniture shops and other durable goods shops showed increases of 2 per cent. and 3 per cent. respectively in 1962 but within the latter group there were large increases by gas and electricity showrooms but only a small increase by radio and electrical, etc. shops.

The miscellaneous group of other non-food shops had much the same pattern of trading during the year as the total of retail trade and showed an increase of 3½ per cent. during the year compared with 5½ per cent. in 1961. Most kinds of business in this group had increases of 3 or 4 per cent. but jewellers and leather and sports goods shops showed little change. General department stores' sales were up by 2½ per cent. compared with an increase of 5½ per cent. in 1961 and 7 per cent. in 1960.

During 1962 mutiple traders further increased their share of retailing at the expense of other types of traders. They showed an increase of 7 per cent. compared with an increase of 6.1 per cent. in 1961, while independents showed a smaller increase (2.4 per cent. against 3.2) and co-operative societies showed a decrease of 0.3 compared with an increase of 1.0 per cent. in 1961.

Retail Sales Seasonally Adjusted

Index numbers of value of sales per week

(i) at current prices. 1957 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (a)
1961 1st Quarter	114	111	116	116	110	117
2nd Quarter	115	112	117	116	114	118
3rd Quarter	116	114	118	117	116	120
4th Quarter	116	115	117	117	108	122
1962 1st Quarter	118	117	119	117	110	122
2nd Quarter	118	117	119	116	115	121
3rd Quarter	121	119	123	123	117	125
4th Quarter	120	119	121	121	114	125
1961 December	117	116	118	117	108	122
1962 January	117	115	119	118	110	122
February	119	117	119	118	111	123
March	118	117	118	114	110	121
April	118	118	118	116	109	120
May	119	117	120	116	116	123
June	118	116	120	116	117	121
July	118	118	119	116	118	122
August	122	120	124	124	119	125
September	122	119	125	128	115	126
October	118	118	119	119	113	124
November	121	119	122	124	114	126
December	120	119	122	120	115	126

(ii) at average 1957 prices.

	All kinds of business	Food shops	Non-food shops
1961 1st Quarter	110	106	114
2nd Quarter	111	107	114
3rd Quarter	111	108	114
4th Quarter	111	110	112
1962 1st Quarter	111	109	113
2nd Quarter	110	108	112
3rd Quarter	112	110	114
4th Quarter	112	111	113
1961 December	111	110	112
1962 January	111	108	113
February	112	110	113
March	111	109	113
April	110	108	111
May	111	108	113
June	110	107	112
July	110	108	111
August	113	111	115
September	113	110	116
October	111	110	111
November	113	112	114
December	112	111	113

(a) Including general department stores.

Results of the Census of Distribution, 1961

The provisional results of the census of distribution, taken in respect of the year 1961, are published in this issue of the Journal. These results, when adjusted slightly to accord with the basis and scope of the monthly inquiry, show an increase of 19 per cent. in the value of sales between 1957 (the year of the previous census) and 1961 compared with an increase of 15 per cent. shown by the monthly inquiry. The monthly index numbers of retail sales are in the process of being rebased on the year 1961, taking account of the results of the census and it is expected that the first stage of this rebasing will be completed in the next two or three months.

Notes

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(*Continued foot of page* 318)

Retail Trade (*Continued*)

Index Numbers of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

Summary Table

(i) Value (at current prices)

1957 = 100

Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
All Kinds of Business (£7,637 million)	1958	103	95	99	99	119	95	91	97	97	101	100	102	96	99	106	113	134
	1959	107	98	105	103	123	100	94	99	103	107	104	108	100	103	110	115	140
	1960	111	102	109	107	126	104	98	103	109	109	108	112	103	107	113	117	145
	1961	115	106	111	112	132	105	101	110	110	114	110	117	109	111	117	122	151
	1962	119	109	116	117	136	110	106	110	115	117	115	119	114	117	120	127	156
	1962	+3	+3	+4	+4	+3	+4	+5	Nil	+5	+2	+4	+2	+4	+5	+3	+4	+3
Food Shops (£3,619 million)	1958	103	100	102	100	110	99	99	102	101	103	102	102	99	100	103	105	119
	1959	106	103	104	103	113	104	102	103	104	105	104	105	102	103	106	107	123
	1960	109	105	108	106	117	106	105	106	108	108	108	109	104	106	109	110	128
	1961	113	109	111	111	122	107	108	111	111	113	110	113	110	111	113	115	135
	1962	118	114	116	116	126	112	114	115	118	117	115	117	115	115	116	119	138
	1962	+4	+5	+5	+4	+3	+5	+6	+3	+6	+4	+5	+4	+5	+4	+3	+3	+3
Non-Food Shops (£4,018 million)	1958	103	90	97	98	127	91	84	93	94	99	98	102	93	98	100	119	148
	1959	108	93	105	104	132	97	87	95	102	108	104	110	97	103	113	122	155
	1960	113	98	109	108	135	102	93	100	109	111	108	114	102	109	117	122	160
	1961	117	103	112	114	140	104	95	109	109	115	111	121	108	112	121	128	166
	1962	120	104	115	118	145	108	99	105	113	117	115	121	113	119	124	134	171
	1962	+3	+1	+3	+4	+3	+4	+4	—4	+4	+1	+3	Nil	+4	+6	+2	+4	+4
Clothing and Footwear Shops (£1,188 million)	1958	100	83	100	95	123	88	74	86	95	103	102	104	88	94	104	110	150
	1959	104	84	105	98	130	89	74	88	95	113	106	108	88	96	106	118	160
	1960	113	89	115	108	140	97	80	90	109	119	116	115	97	111	120	122	172
	1961	117	98	115	110	143	100	85	106	105	123	117	118	104	110	122	128	173
	1962	119	95	118	116	148	103	86	95	114	118	121	118	108	120	122	135	178
	1962	+2	—3	+3	+5	+3	+3	+1	—10	+8	—3	+4	+1	+4	+9	Nil	+5	+3
Durable Goods Shops (£739 million)	1958	105	93	90	96	141	101	89	89	88	94	88	94	90	102	127	148	148
	1959	118	104	111	116	140	117	102	96	111	113	109	117	109	119	135	138	147
	1960	112	114	106	103	124	122	110	110	114	106	98	107	98	104	118	120	130
	1961	112	105	106	111	125	112	100	104	108	108	104	123	103	106	119	123	133
	1962	114	106	107	113	132	114	103	103	105	110	105	116	109	113	124	130	141
	1962	+2	+1	Nil	+2	+5	+2	+3	—1	—3	+2	+1	—6	+5	+6	+5	+5	+6
General Department Stores (£381 million)	1958	103	86	96	96	134	95	73	91	94	97	96	105	85	97	115	127	155
	1959	109	90	102	100	142	105	73	92	100	105	101	114	85	102	118	133	168
	1960	116	97	106	110	150	114	81	97	110	110	101	127	94	109	127	137	178
	1961	122	106	110	116	156	125	87	107	110	114	106	137	100	111	130	143	188
	1962	125	105	115	120	161	128	88	101	115	119	111	138	105	119	131	148	194
	1962	+3	—1	+4	+4	+3	+2	+1	—5	+5	+4	+4	+1	+5	+7	+1	+4	+3
Miscellaneous Non-Food Shops (£1,710 million)	1958	104	94	98	101	122	89	91	100	96	99	99	104	100	99	105	122	145
	1959	107	95	103	103	128	91	93	101	103	103	102	107	102	102	108	116	153
	1960	113	99	108	111	133	95	96	104	107	108	108	114	108	110	113	120	160
	1961	119	105	112	116	141	98	101	115	111	113	111	119	115	116	120	128	169
	1962	123	109	116	121	146	104	108	114	115	118	115	122	120	121	123	132	175
	1962	+3	+3	+4	+4	+3	+6	+7	—1	+4	+4	+4	+3	+4	+4	+3	+3	+3

(ii) Volume (at average 1957 prices)

All Kinds of Business (£7,637 million)	1958	101	94	97	97	116	94	91	96	95	99	97	100	94	97	104	110	131
	1959	105	95	103	102	121	97	92	97	101	105	103	106	98	102	108	113	137
	1960	108	100	106	105	123	102	96	101	107	107	105	109	100	105	110	113	140
	1961	111	103	107	107	125	102	98	107	106	110	106	112	104	106	112	116	143
	1962	111	102	108	109	126	104	100	103	108	109	107	111	106	109	112	118	144
	1962	+1	Nil	+1	+1	+1	+2	+2	—3	+2	—1	+1	—1	+2	+3	Nil	+2	+1
Food Shops (£3,619 million)	1958	100	99	99	97	104	98	99	101	98	100	98	99	96	97	98	100	113
	1959	101	98	100	99	107	98	97	99	100	101	100	101	97	100	101	102	117
	1960	105	101	104	102	111	101	101	102	105	104	103	104	101	102	104	105	122
	1961	107	104	105	105	115	102	103	107	106	107	104	106	104	105	108	109	126
	1962	109	106	107	107	116	105	107	107	109	108	106	108	107	107	109	111	127
	1962	+2	+2	+2	+2	+1	+3	+3	Nil	+3	+1	+2	+1	+3	+2	+1	+2	+1
Non-Food Shops (£4,018 million)	1958	102	89	96	97	127	90	83	92	93	98	97	101	92	97	109	119	147
	1959	109	93	105	104	133	96	87	95	102	109	105	110	98	104	114	123	156
	1960	112	99	109	107	133	102	93	100	109	110	107	113	100	108	116	121	157
	1961	113	101	109	109	134	102	93	107	106	112	108	118	103	107	116	123	158
	1962	113	99	108	110	136	102	93	100	107	110	108	114	105	111	116	125	160
	1962	Nil	—2	—1	+1	+1	+1	Nil	—7	+1	—2	Nil	—4	+2	+4	Nil	+2	+1

(*Continued on next page*)

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
All Kinds of Business																		
Total, all Kinds of Business	Total, all Retailers (£7,637 million)	1958	103	95	99	99	119	95	91	97	97	101	100	102	96	99	106	113	134
		1959	107	98	105	103	123	100	94	99	103	107	104	108	100	103	110	115	140
		1960	111	102	109	107	126	104	98	103	109	109	108	112	103	107	113	117	145
		1961	115	106	111	112	132	105	101	110	110	114	110	117	109	111	117	122	151
		1962	119	109	116	117	136	110	106	110	115	117	115	119	114	117	120	127	156
		1962	+3	+3	+4	+4	+3	+4	+5	Nil	+5	+2	+4	+2	+4	+5	+3	+4	+3
	Independent retailers (£4,493 million)	1958	102	95	99	98	114	97	92	97	98	101	99	102	96	97	104	108	127
		1959	104	97	102	101	117	100	94	97	102	104	101	105	98	100	106	109	131
		1960	107	99	105	104	119	102	96	99	106	106	105	109	101	103	109	110	135
		1961	111	103	107	108	124	104	99	106	107	110	105	113	105	107	112	115	139
		1962	113	106	110	111	126	108	103	106	111	112	108	115	109	111	114	118	142
		1962	+2	+2	+3	+3	+2	+4	+5	—1	+4	+2	+3	+2	+3	+4	+2	+2	+2
	Multiple retailers (£1,874 million)	1958	106	92	100	102	131	90	89	96	96	102	102	104	98	102	110	121	155
		1959	116	100	111	112	139	98	97	104	106	115	113	116	108	112	118	128	165
		1960	122	108	119	118	144	105	105	111	118	119	119	121	113	119	123	130	171
		1961	129	113	125	127	154	106	109	121	118	128	127	130	125	126	131	140	183
		1962	138	119	134	136	164	115	117	123	131	133	138	135	136	138	140	151	195
		1962	+7	+5	+8	+8	+7	+8	+7	+2	+11	+4	+9	+4	+8	+10	+6	+8	+7
	Co-operative Societies (£890 million)	1958	102	100	100	97	111	98	99	102	100	102	99	97	93	100	105	110	117
		1959	104	102	103	99	113	102	101	102	104	104	101	99	94	103	106	112	120
		1960	106	103	104	100	115	103	102	104	104	106	102	101	96	104	107	112	124
		1961	107	104	105	102	115	102	102	108	104	107	104	105	97	104	106	112	125
		1962	106	104	105	102	116	102	102	106	104	107	103	102	97	105	105	113	126
		1962	Nil	—1	Nil	Nil	Nil	Nil	Nil	—2	Nil	—1	—1	—3	Nil	+1	—1	+1	+1
	General department stores (£381 million)	1958	103	86	96	96	134	95	73	91	94	97	96	105	85	97	115	127	155
		1959	109	90	102	100	142	105	73	92	100	105	101	114	85	102	118	133	168
		1960	116	97	106	110	150	114	81	97	110	110	101	127	94	109	127	137	178
		1961	122	106	110	116	156	125	87	107	110	114	106	137	100	111	130	143	188
		1962	125	105	115	120	161	128	88	101	115	119	111	138	105	119	131	148	194
		1962	+3	—1	+4	+4	+3	+2	+1	—5	+5	+4	+4	+1	+5	+7	+1	+4	+3
Food Shops																			
Total, Food Shops.	Total, all Retailers (£3,619 million)	1958	103	100	102	100	110	99	99	102	101	103	102	102	99	100	103	105	119
		1959	106	103	104	103	113	104	102	103	104	105	104	105	102	103	106	107	123
		1960	109	105	108	106	117	106	105	106	108	108	108	109	104	106	109	110	128
		1961	113	109	111	111	122	107	108	111	111	113	110	113	110	111	113	115	135
		1962	118	114	116	116	126	112	114	115	118	117	115	117	115	115	116	119	138
		1962	+4	+5	+5	+4	+3	+5	+6	+3	+6	+4	+5	+4	+5	+4	+3	+3	+3
	Independent retailers (£2,149 million)	1958	102	99	102	100	108	98	98	100	101	103	102	102	99	98	101	102	118
		1959	104	101	103	102	109	102	100	101	103	104	102	104	102	101	103	103	120
		1960	106	102	105	104	112	103	101	102	106	105	105	108	102	103	104	105	125
		1961	109	105	107	108	116	104	103	107	108	109	105	110	107	107	107	109	129
		1962	112	108	111	111	118	108	108	109	113	112	108	114	110	110	110	111	131
		1962	+3	+3	+4	+3	+2	+4	+5	+2	+5	+3	+3	+3	+3	+3	+2	+2	+1
	Multiple retailers (£751 million)	1958	107	101	104	103	118	99	101	104	103	105	104	106	101	103	108	111	132
		1959	114	108	111	112	127	108	107	109	110	112	112	113	109	112	116	119	141
		1960	123	115	120	120	136	114	115	116	120	119	121	123	118	119	125	128	152
		1961	133	123	128	131	151	120	123	126	125	130	130	132	132	130	136	141	170
		1962	147	137	144	145	163	134	138	139	145	142	146	144	147	144	148	154	183
		1962	+11	+11	+12	+11	+8	+11	+12	+10	+15	+9	+13	+9	+12	+11	+9	+9	+8
	Co-operative Societies (£719 million)	1958	102	102	101	97	106	101	102	104	101	102	100	97	95	100	103	106	109
		1959	103	104	102	98	108	104	105	104	103	102	101	98	95	102	104	107	111
		1960	104	105	102	99	109	104	105	105	103	103	102	100	96	102	105	107	114
		1961	105	105	104	100	109	103	105	107	104	105	104	101	97	102	104	107	114
		1962	104	105	103	99	109	103	106	106	103	104	102	99	96	102	103	107	114
		1962	—1	Nil	—1	—1	Nil	Nil	+1	—1	Nil	—1	—1	—2	Nil	Nil	—1	Nil	Nil

Notes (*Continued*)

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g. the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1957=100, was given in the *Board of Trade Journal* of February 10, 1961.

Footnotes to Tables

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by December 1962 sales was the five weeks from November 25 to December 29, the corresponding period in 1961 was from November 26 to December 30. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Food Shops (*Continued*)																		
Grocers	Total, all Retailers (g) (£2,033 million)	1958	103	100	101	101	109	99	99	102	101	103	101	103	99	101	104	106	116
		1959	107	104	105	105	113	104	103	104	104	106	104	107	104	106	108	109	120
		1960	109	106	108	108	117	106	105	106	108	107	108	110	106	107	110	112	126
		1961	113	109	110	112	122	107	108	111	110	112	109	113	111	112	114	117	132
		1962	118	115	116	117	126	113	115	116	118	116	115	117	116	117	118	122	136
		1962	+5	+5	+5	+4	+4	+6	+6	+4	+7	+4	+5	+3	+5	+4	+4	+4	+3
	Independent retailers (£1,107 million)	1958	101	98	100	100	106	98	97	99	99	101	99	102	99	99	101	102	114
		1959	104	100	102	103	109	102	99	100	101	103	101	106	103	102	104	104	117
		1960	105	101	103	104	111	103	100	101	103	103	103	107	102	103	104	104	121
		1961	107	103	104	107	115	102	102	104	105	106	102	108	106	107	107	108	126
		1962	110	107	108	110	117	106	106	107	110	109	105	111	108	109	110	111	128
		1962	+3	+4	+3	+2	+2	+4	+5	+3	+5	+3	+3	+3	+2	+2	+2	+2	+2
	Multiple retailers (£472 million)	1958	108	103	106	105	118	99	102	106	105	107	105	108	103	105	111	113	127
		1959	117	111	115	115	127	111	110	112	113	116	115	117	113	116	120	123	137
		1960	126	119	124	125	137	118	120	120	124	122	125	128	123	123	128	132	148
		1961	137	128	132	137	153	125	128	130	129	134	133	138	138	135	141	148	167
		1962	154	145	152	152	168	143	146	146	153	148	154	150	156	152	155	163	182
		1962	+12	+14	+14	+12	+10	+14	+14	+13	+18	+10	+15	+9	+13	+12	+10	+10	+9
	Co-operative Societies (g) (£514 million)	1958	102	102	101	99	107	99	102	103	100	102	101	98	96	101	104	107	109
		1959	104	104	103	100	108	104	105	104	103	103	103	100	96	103	105	108	112
		1960	104	104	103	100	110	103	105	105	103	104	103	101	96	103	105	108	115
		1961	104	105	104	100	109	102	104	107	103	104	103	101	96	102	103	108	114
		1962	103	104	102	98	108	102	105	105	102	103	102	98	95	101	102	107	113
		1962	—1	—1	—1	—1	—1	Nil	+1	—2	—1	—1	—2	—3	Nil	—1	—1	—1	—1
Butchers	Total, all Retailers (£519 million)	1958	102	101	99	98	110	104	101	100	98	100	97	96	98	100	103	104	120
		1959	102	103	98	97	111	108	102	101	101	97	95	95	96	100	104	104	121
		1960	107	107	102	104	116	110	106	105	105	102	98	102	102	107	110	109	126
		1961	108	108	104	103	116	111	107	108	107	106	99	101	102	105	109	108	129
		1962	110	110	105	106	118	112	110	108	108	107	101	102	105	109	110	111	129
		1962	+2	+1	+1	+3	+1	+1	+3	+1	+1	+1	+2	+2	+2	+4	+1	+2	Nil
Greengrocers Fruiterers	Total, all Retailers (£272 million)	1958	104	99	120	101	96	95	97	105	115	120	124	115	99	91	90	91	104
		1959	104	101	118	102	97	94	99	107	111	119	122	114	101	92	89	93	105
		1960	103	99	121	97	95	95	97	104	116	120	125	113	94	87	85	92	106
		1961	111	104	121	111	107	94	102	113	114	122	126	123	109	102	98	105	116
		1962	112	107	128	113	99	102	106	113	126	129	130	131	113	100	90	95	109
		1962	+1	+3	+6	+2	—8	+7	+4	Nil	+10	+5	+4	+6	+3	—2	—8	—10	—6
	Independent retailers (£240 million)	1958	104	99	120	102	95	95	96	105	114	120	125	116	100	91	90	90	104
		1959	103	100	117	102	96	93	98	106	110	119	120	114	102	92	88	93	104
		1960	102	98	120	98	94	94	95	103	115	119	124	114	94	87	84	91	105
		1961	110	102	120	110	106	93	100	111	113	122	124	122	109	101	97	104	115
		1962	111	106	127	113	98	100	104	112	125	128	129	130	113	100	90	95	108
		1962	+1	+4	+6	+3	—7	+8	+4	+1	+10	+5	+4	+6	+3	—1	—7	—9	—6
	Multiple retailers (£15 million)	1958	103	101	118	95	98	95	98	108	117	117	120	110	88	88	94	90	109
		1959	114	109	132	107	109	100	107	118	121	128	143	127	101	97	100	101	121
		1960	117	117	140	102	109	108	115	125	133	136	148	122	96	91	96	101	126
		1961	129	129	143	123	123	119	126	139	129	138	159	143	119	111	116	116	134
		1962	132	132	156	130	111	128	130	136	151	152	163	160	127	107	100	102	127
		1962	+2	+3	+9	+5	—9	+8	+3	—2	+17	+10	+3	+12	+6	—4	—13	—12	—5
	Co-operative Societies (£16 million)	1958	104	106	118	93	101	100	106	111	117	119	118	102	88	88	96	95	110
		1959	105	108	118	93	101	102	108	114	116	119	118	103	88	88	94	94	111
		1960	103	103	119	90	99	97	103	108	117	121	120	104	84	84	90	93	111
		1961	108	106	117	103	107	97	106	114	111	120	121	112	100	97	100	101	116
		1962	105	107	121	98	94	100	107	113	118	123	120	112	95	89	88	88	104
		1962	—3	+1	+3	—5	—12	+4	+1	—1	+7	+3	Nil	Nil	—5	—9	—12	—13	—10

Notes (*continued*)

(*Continued on next page*)

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Food Shops (*Continued*)																		
Fishmongers, Poulterers	Total, all Retailers (£73 million)	1958	105	102	105	103	109	100	101	106	103	106	106	107	102	101	103	103	119
		1959	107	108	108	103	111	104	107	111	108	109	107	107	102	101	105	105	120
		1960	112	107	114	110	117	105	106	109	116	111	114	115	109	107	110	110	128
		1961	115	115	113	114	117	111	113	119	110	116	114	117	115	110	110	111	127
		1962	117	114	119	117	119	113	113	114	121	118	118	123	119	112	114	114	128
		1962	+2	—1	+5	+3	+2	+2	+1	—4	+10	+2	+3	+5	+3	+1	+4	+3	+1
Bread and Flour Confectioners	Total, all Retailers (h) (£173 million)	1958	105	101	105	106	109	96	100	105	104	106	106	108	107	104	108	107	111
		1959	109	103	108	111	113	101	100	106	107	110	108	112	111	110	112	110	116
		1960	115	106	114	118	122	103	103	109	116	112	115	120	116	117	119	118	128
		1961	122	113	119	126	130	108	109	120	119	119	120	127	126	126	127	127	136
		1962	130	119	129	134	139	113	118	126	132	128	128	135	134	133	134	134	146
		1962	+7	+6	+8	+6	+6	+5	+8	+5	+11	+7	+6	+7	+7	+6	+6	+6	+7
	Independent retailers (£131 million)	1958	103	100	102	103	105	96	99	104	102	103	102	105	104	101	105	104	105
		1959	105	101	105	106	107	101	98	105	106	105	104	107	107	105	108	105	108
		1960	109	103	110	112	114	101	100	106	113	107	110	115	110	111	112	111	118
		1961	115	109	114	117	119	105	105	116	115	113	113	120	116	116	117	117	122
		1962	121	114	121	122	125	108	113	120	127	120	117	125	121	121	122	122	130
		1962	+5	+4	+6	+4	+6	+3	+7	+3	+10	+6	+4	+5	+4	+4	+4	+5	+7
	Multiple retailers (£42 million)	1958	113	103	113	115	121	98	102	108	107	114	117	117	116	113	118	117	127
		1959	121	108	120	126	131	103	107	112	112	123	123	128	124	125	128	126	139
		1960	132	115	128	138	149	111	114	118	123	128	131	138	137	138	142	143	160
		1961	146	125	138	154	168	118	122	134	129	139	143	150	155	157	159	159	182
		1962	161	136	155	172	182	128	134	145	149	155	160	167	176	173	174	172	195
		1962	+10	+9	+13	+11	+8	+9	+10	+9	+15	+11	+12	+12	+13	+10	+10	+9	+7
Off-Licences	Total, all Retailers (£112 million)	1958	104	86	83	85	161	87	83	87	83	84	82	86	83	85	91	108	260
		1959	107	87	84	89	166	89	86	86	82	87	85	90	87	90	95	111	267
		1960	112	89	92	93	175	94	87	87	94	91	90	94	91	93	101	113	283
		1961	121	95	99	102	188	96	94	94	97	101	98	105	99	101	107	124	304
		1962	128	103	106	110	195	105	102	102	108	106	104	111	109	109	116	132	308
		1962	+6	+9	+7	+8	+4	+9	+9	+8	+11	+5	+6	+5	+11	+8	+8	+7	+1
	Independent retailers (£69 million)	1958	103	85	82	83	161	86	82	85	83	83	81	84	80	85	90	108	259
		1959	103	84	82	85	162	86	83	84	79	84	82	85	82	87	91	109	260
		1960	106	85	87	86	167	90	84	82	89	87	85	86	84	88	95	110	269
		1961	111	88	91	92	174	92	86	86	90	94	90	93	90	94	99	118	280
		1962	116	93	95	98	179	98	91	91	97	97	93	98	97	99	108	125	278
		1962	+4	+6	+5	+6	+2	+6	+6	+6	+8	+3	+4	+5	+8	+6	+8	+6	—1
	Multiple retailers (£43 million)	1958	105	88	84	88	161	89	85	89	83	85	84	88	89	86	92	107	260
		1959	112	92	89	96	173	94	91	91	85	91	90	98	96	94	100	113	279
		1960	122	96	99	103	188	100	93	95	102	99	97	108	101	101	112	118	306
		1961	136	105	111	117	209	102	106	108	110	112	110	126	114	113	120	134	342
		1962	148	119	123	128	221	115	120	121	127	121	121	132	130	125	130	145	356
		1962	+9	+13	+11	+10	+6	+13	+14	+12	+16	+8	+10	+5	+14	+10	+8	+8	+4
Dairymen	Total, all Retailers (£324 million)	1958	102	102	101	99	105	102	102	103	102	100	100	100	98	100	105	106	105
		1959	105	105	104	103	109	106	105	105	107	102	103	103	103	103	109	109	108
		1960	109	109	109	107	113	109	108	108	108	108	109	109	105	106	112	113	114
		1961	116	113	118	116	119	113	114	113	118	118	117	117	114	115	118	118	119
		1962	123	119	122	122	128	117	120	118	122	123	122	124	119	122	127	129	129
		1962	+6	+5	+4	+5	+8	+4	+5	+4	+3	+4	+4	+5	+5	+6	+7	+9	+9
	Co-operative Societies (£113 million)	1958	101	105	100	96	104	106	105	105	103	99	99	96	92	98	103	104	104
		1959	102	106	101	97	105	107	105	106	104	98	100	95	94	100	106	105	105
		1960	103	107	101	98	107	107	107	107	101	101	101	98	95	100	107	106	108
		1961	108	109	109	106	109	107	109	111	107	111	109	106	102	108	111	110	108
		1962	111	111	109	108	116	110	111	112	108	112	109	108	103	112	115	117	115
		1962	+3	+2	+1	+3	+6	+2	+2	+2	+1	+1	Nil	+3	+1	+4	+4	+6	+6
Other Food Shops	Total, all Retailers (£53 million)	1958	104	100	101	102	115	100	98	101	99	104	99	100	99	105	110	112	121
		1959	109	108	106	106	116	110	106	107	109	108	102	105	101	110	113	110	123
		1960	111	108	109	109	117	109	107	106	113	113	103	107	107	113	113	109	126
		1961	110	108	109	107	119	108	106	109	109	114	104	105	106	110	114	112	127
		1962	115	112	113	114	123	111	113	113	114	120	107	111	114	117	121	117	129
		1962	+5	+4	+4	+7	+3	+2	+7	+3	+5	+5	+3	+6	+8	+7	+6	+4	+2

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Clothing and Footwear Shops																		
Total, Clothing and Footwear Shops	Total, all Retailers (£1,188 million)	1958	100	83	100	95	123	88	74	86	95	103	102	104	88	94	104	110	150
		1959	104	84	105	98	130	89	74	88	95	113	106	108	88	96	106	118	160
		1960	113	89	115	108	140	97	80	90	109	119	116	115	97	111	120	122	172
		1961	117	98	115	110	143	100	85	106	105	123	117	118	104	110	122	128	173
		1962	119	95	118	116	148	103	86	95	114	118	121	118	108	120	122	135	178
		1962	+2	—3	+3	+5	+3	+3	+1	—10	+8	—3	+4	+1	+4	+9	Nil	+5	+3
	Independent retailers (634 million)	1958	99	83	99	94	118	90	74	86	96	100	101	104	85	93	104	108	138
		1959	101	84	102	95	122	92	74	86	95	109	103	106	84	94	105	112	143
		1960	107	87	110	102	129	97	78	87	104	115	112	110	91	105	117	114	152
		1961	110	95	109	104	133	101	83	100	101	116	110	112	95	104	117	121	155
		1962	112	92	111	108	135	103	83	90	106	114	113	114	98	112	117	125	158
		1962	+1	—3	+2	+4	+2	+2	Nil	—9	+5	—2	+3	+1	+3	+8	Nil	+4	+2
	Multiple retailers (£461 million)	1958	102	81	102	97	129	86	73	84	94	106	104	106	92	94	103	110	166
		1959	110	85	110	103	143	86	75	91	97	120	112	114	96	100	110	125	183
		1960	122	92	123	117	156	98	84	95	117	125	126	125	108	119	127	132	199
		1961	127	103	126	122	159	101	90	115	113	133	130	128	119	120	131	137	198
		1962	131	100	130	129	166	106	92	102	126	126	137	128	125	132	133	148	206
		1962	+3	—3	+3	+5	+4	+6	+2	—11	+12	—5	+5	Nil	+5	+10	+2	+8	+4
	Co-operative Societies (£94 million)	1958	100	85	98	90	126	83	76	94	95	106	95	95	81	95	101	120	152
		1959	100	82	98	88	130	81	71	90	94	109	93	94	77	93	99	126	159
		1960	106	84	104	97	138	85	75	91	102	113	100	100	83	105	108	126	173
		1961	109	91	103	99	142	88	78	103	96	114	100	104	89	103	108	130	178
		1962	109	87	105	101	143	90	76	94	103	111	103	102	90	110	104	134	181
		1962	+1	—4	+2	+2	+1	+2	—2	—9	+7	—2	+3	—2	+1	+6	—4	+4	+2
Footwear Shops	Total, all Retailers (£187 million)	1958	102	80	103	104	120	85	71	82	96	109	105	112	95	104	106	104	144
		1959	107	83	114	106	127	89	65	92	100	132	111	118	94	105	110	116	150
		1960	118	88	127	119	139	96	75	91	119	131	130	124	107	124	126	122	164
		1961	122	98	125	121	143	97	81	113	112	137	125	128	113	123	130	123	171
		1962	123	92	129	125	148	102	82	92	122	126	136	127	116	130	127	140	172
		1962	+1	—6	+3	+3	+3	+5	+1	—19	+10	—8	+9	—1	+3	+6	—2	+14	Nil
	Independent retailers (£62 million)	1958	101	84	106	103	112	91	77	83	101	110	107	110	93	106	106	101	127
		1959	106	86	115	104	119	97	69	92	105	130	112	114	92	106	111	113	130
		1960	118	92	129	116	133	106	80	91	121	135	129	119	105	124	129	120	146
		1961	121	103	127	119	136	105	88	113	119	139	123	123	109	123	132	121	150
		1962	124	97	131	123	142	112	88	93	127	133	134	125	112	132	131	140	153
		1962	+2	—5	+4	+4	+5	+6	Nil	—18	+7	—4	+9	+1	+3	+7	—1	+16	+2
	Multiple retailers (£107 million	1958	102	77	102	105	125	81	67	81	93	108	105	116	97	103	106	105	156
		1959	109	81	115	109	133	85	62	92	97	134	113	125	99	105	111	117	163
		1960	120	86	129	122	144	93	72	91	119	131	135	131	111	125	127	122	176
		1961	125	97	126	126	150	94	79	114	109	138	129	136	119	125	131	125	186
		1962	126	91	130	129	154	100	81	92	123	124	141	133	123	131	129	141	186
		1962	+1	—6	+3	+2	+3	+6	+2	—19	+12	—10	+9	—2	+4	+5	—2	+13	Nil
	Co-operative Societies (£18 million)	1958	100	83	102	96	118	83	75	91	97	110	99	98	84	105	104	112	134
		1959	99	79	104	90	120	80	64	92	99	119	96	94	77	98	100	120	137
		1960	107	83	113	103	131	85	72	92	109	122	108	102	86	116	114	122	151
		1961	107	89	109	101	130	81	73	108	101	124	104	102	88	111	113	118	154
		1962	106	81	110	103	131	80	70	90	106	116	109	98	90	117	106	133	151
		1962	—1	—9	+1	+2	+1	—1	—5	—17	+5	—6	+5	—4	+2	+6	—7	+13	—2
Men's Wear Shops	Total, all Retailers (£255 million)	1958	98	87	99	93	113	100	77	86	93	103	100	107	88	85	90	102	141
		1959	103	88	105	98	121	99	79	86	96	113	108	114	91	91	96	110	150
		1960	112	95	116	107	132	110	86	91	109	119	118	118	98	104	108	114	165
		1961	116	103	115	109	136	113	91	104	107	121	117	120	105	104	109	121	170
		1962	119	101	118	114	140	118	91	97	115	118	120	119	111	113	111	129	173
		1962	+2	—1	+2	+5	+3	+4	Nil	—7	+8	—2	+2	Nil	+6	+9	+1	+6	+2
	Independent retailers (£123 million)	1958	96	82	94	95	115	95	73	79	88	96	98	109	90	87	88	98	150
		1959	99	82	100	97	119	96	73	78	87	106	104	115	91	88	91	101	155
		1960	107	86	109	104	129	103	79	79	98	110	117	117	96	98	100	104	171
		1961	110	93	107	107	132	106	84	90	96	112	111	119	104	99	100	109	175
		1962	111	91	108	109	134	107	84	84	102	109	113	115	107	106	100	116	176
		1962	+1	—2	+1	+2	+2	+1	Nil	—7	+6	—3	+2	—3	+3	+6	Nil	+6	+1
	Multiple retailers (£106 million)	1958	100	95	104	92	108	102	83	94	100	111	103	105	87	85	93	103	125
		1959	109	98	114	102	123	106	88	98	107	122	113	115	95	97	104	120	140
		1960	121	102	126	113	134	123	98	108	124	133	123	122	104	112	121	126	152
		1961	125	118	128	115	141	127	103	123	122	135	128	123	111	112	124	135	159
		1962	130	118	133	124	147	136	105	115	133	133	132	126	121	125	128	145	163
		1962	+4	Nil	+3	+8	+4	+7	+1	—7	+9	—2	+3	+3	+9	+12	+4	+7	+3

(*Continued on next page*)

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Clothing and Footwear Shops—(*Continued*)																		
Men's Wear Shops (*Contd.*)	Co-operative Societies (£20 million)	1958	98	79	99	87	128	79	67	88	93	107	99	106	75	81	89	115	169
		1959	97	74	97	85	131	78	63	79	88	107	96	104	73	79	86	121	175
		1960	103	75	103	93	141	80	66	79	101	107	102	108	80	93	95	120	195
		1961	105	83	100	95	142	87	69	92	91	108	101	112	85	90	91	123	198
		1962	106	79	102	97	144	88	66	82	101	103	102	108	87	97	87	128	203
		1962	Nil	—6	+2	+2	+2	+1	—4	—11	+10	—5	+2	—4	+2	+8	—4	+4	+3
	Total, all Retailers (£746 million)	1958	101	82	100	94	127	85	73	86	95	101	102	101	86	94	108	114	154
		1959	104	83	102	95	134	86	74	88	94	109	104	104	86	96	109	121	165
		1960	112	87	111	105	144	92	79	90	107	115	112	112	94	110	122	125	176
		1961	116	96	113	108	146	96	84	105	103	119	115	114	101	109	124	131	175
		1962	118	93	115	114	150	98	85	95	111	116	118	116	104	119	125	135	182
		1962	+2	—3	+2	+5	+3	+2	+1	—9	+7	—2	+3	+2	+3	+10	+1	+3	+4
	Multiple retailers (£247 million)	1958	103	77	100	96	140	78	70	81	92	102	105	102	92	94	106	116	187
		1959	111	81	106	101	155	78	74	88	92	113	111	110	95	99	112	131	210
		1960	124	88	120	117	171	89	82	91	114	120	124	123	108	120	129	140	229
		1961	129	99	125	123	170	92	89	112	111	130	131	126	123	121	133	143	221
		1962	134	96	129	130	179	96	91	101	125	124	137	127	127	136	137	152	234
		1962	+4	—2	+4	+6	+5	+5	+2	—10	+13	—5	+4	Nil	+4	+13	+3	+6	+6
	Co-operative Societies (£56 million)	1958	101	88	97	90	129	84	79	98	95	104	92	91	82	96	104	124	152
		1959	101	85	97	89	133	83	77	93	94	107	91	90	78	97	103	130	160
		1960	107	88	102	96	140	87	80	96	100	111	96	97	84	106	111	129	172
		1961	110	94	102	100	145	91	82	106	96	113	99	102	90	106	113	136	178
		1962	111	92	105	102	146	94	82	100	103	113	101	101	91	112	109	137	183
		1962	+1	—2	+3	+2	+1	+3	—1	—5	+7	Nil	+2	—1	+1	+6	—4	+1	+3
Womens', Girls' and Infants' Wear Specialist Shops, and Drapers and General Outfitting Shops	Independent retailers Total (£443 million)	1958	99	84	100	93	120	88	74	88	97	100	101	101	83	93	109	111	136
		1959	100	84	101	93	123	90	74	88	95	107	101	102	81	95	108	115	141
		1960	106	87	108	100	129	94	77	88	103	113	107	107	87	104	120	116	147
		1961	109	94	107	101	132	99	82	101	100	114	107	109	91	102	120	124	149
		1962	110	91	109	106	134	100	82	92	104	113	110	112	93	111	120	126	153
		1962	+1	—3	+2	+5	+1	+1	+1	—9	+4	—1	+2	+3	+2	+8	Nil	+2	+2
	Independent retailers: Women's, girls' and infants' wear specialist shops (..)	1958	97	76	104	89	119	73	64	88	103	100	108	98	77	91	121	112	122
		1959	98	76	105	89	120	74	68	86	101	106	107	96	77	93	116	116	126
		1960	103	76	113	96	127	78	65	84	108	122	110	100	81	104	137	116	127
		1961	104	85	111	94	128	81	71	98	103	118	112	97	82	101	132	127	126
		1962	106	76	115	102	131	77	69	81	108	120	116	105	87	113	133	128	131
		1962	+2	—10	+3	+9	+2	—5	—3	—17	+5	+2	+3	+8	+5	+12	+1	+1	+4
	Drapers and general Outfitting shops Total (..)	1958	100	87	98	94	121	94	78	88	95	100	98	103	85	94	104	111	142
		1959	101	87	100	94	124	97	77	88	93	107	99	105	83	95	104	114	147
		1960	107	91	106	102	130	101	82	90	102	110	107	110	90	104	114	117	154
		1961	110	98	106	103	134	105	86	102	99	112	106	114	94	103	115	123	158
		1962	112	97	107	107	136	108	87	96	103	110	107	115	95	110	114	125	161
		1962	+1	—1	+1	+3	+1	+3	+2	—6	+4	—3	+2	+1	+1	+7	—1	+2	+2
	of which (c) Large (..)	1958	101	86	100	94	124	96	71	90	101	102	97	104	81	97	113	116	140
		1959	104	90	104	95	129	101	72	95	102	111	100	106	78	100	113	121	148
		1960	111	94	111	105	134	107	79	97	108	118	108	116	88	111	124	125	150
		1961	115	103	112	107	137	114	85	109	108	120	110	122	92	108	125	128	153
		1962	118	100	114	115	142	117	84	99	110	119	112	129	95	119	127	136	159
		1962	+2	—3	+1	+7	+4	+2	—1	—8	+2	—1	+2	+6	+4	+10	+1	+6	+4
	Medium (..)	1958	99	86	96	93	119	93	76	87	94	99	97	103	85	92	102	109	141
		1959	99	85	98	93	121	95	76	86	90	107	98	106	82	92	102	112	143
		1960	105	88	105	100	128	100	79	86	100	110	106	110	89	100	111	112	155
		1961	108	95	102	102	133	103	82	99	95	111	102	115	91	99	113	119	159
		1962	109	95	104	104	132	106	84	94	99	108	104	114	92	105	111	119	160
		1962	+1	Nil	+1	+2	Nil	+3	+2	—5	+5	—3	+3	Nil	+1	+6	—2	Nil	+1
	Small (..)	1958	100	88	98	95	119	94	83	88	91	100	100	102	88	94	100	108	144
		1959	100	87	98	95	122	94	81	85	89	105	99	103	87	94	100	111	148
		1960	105	90	103	100	128	97	86	87	98	105	106	105	92	102	108	113	157
		1961	108	96	103	102	133	100	89	98	95	108	105	107	97	101	109	121	161
		1962	109	97	104	103	134	104	92	95	100	104	106	105	98	107	108	121	164
		1962	+1	+1	+1	+2	Nil	+4	+3	—4	+5	—4	+1	—2	Nil	+5	—1	Nil	+1

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable Goods Shops																		
Total Durable Goods, Shops.	Total, all Retailers(f) (£739 million)	1958	105	93	90	96	141	101	89	89	88	94	88	94	90	102	127	148	148
		1959	118	104	111	116	140	117	102	96	111	113	109	117	109	119	135	138	147
		1960	112	114	106	103	124	122	110	110	114	106	98	107	98	104	118	120	130
		1961	112	105	106	111	125	112	100	104	108	108	104	123	103	106	119	123	133
		1962	114	106	107	113	132	114	103	103	105	110	105	116	109	113	124	130	141
		1962	+2	+1	Nil	+2	+5	+2	+3	—1	—3	+2	+1	—6	+5	+6	+5	+5	+6
	Independent retailers (£478 million)	1958	101	93	89	92	128	105	89	88	89	92	85	93	88	94	120	132	132
		1959	107	96	101	102	128	112	92	86	105	103	97	105	98	103	125	125	132
		1960	105	104	98	98	120	118	99	97	106	99	92	103	94	97	116	116	126
		1961	106	102	100	102	120	115	95	98	105	100	95	114	96	98	115	117	125
		1962	106	103	99	102	122	116	98	96	101	103	94	106	99	100	115	119	130
		1962	Nil	+1	—1	—1	+2	+1	+4	—2	—4	+3	—1	—7	+3	+3	+1	+1	+4
	Multiple retailers (£198 million)	1958	115	92	90	103	174	95	91	90	83	94	91	96	92	117	144	188	186
		1959	143	127	132	146	169	134	129	119	123	136	136	146	136	154	159	165	179
		1960	124	137	119	111	128	133	140	137	133	118	110	112	104	115	121	126	134
		1961	123	112	119	126	135	106	111	116	112	122	123	142	117	121	126	133	143
		1962	131	115	122	135	152	112	114	117	112	124	129	138	129	137	144	150	160
		1962	+6	+3	+3	+7	+12	+6	+2	+1	Nil	+2	+5	—2	+10	+13	+14	+13	+12
	Co-operative Societies (£63 million)	1958	109	93	99	103	140	93	91	95	98	105	95	98	97	112	126	145	146
		1959	122	101	118	121	149	107	99	97	119	121	115	120	112	130	138	151	157
		1960	122	113	118	118	141	116	107	116	118	124	112	116	110	125	127	138	154
		1961	123	111	116	125	141	110	104	118	113	122	115	138	113	123	125	137	156
		1962	124	109	116	125	148	109	102	114	109	125	115	124	117	131	128	146	166
		1962	+1	—2	Nil	Nil	+5	Nil	—1	—4	—3	+3	Nil	—10	+4	+6	+2	+6	+6
Furniture Shops.	Total, All Retailers (excluding Co-operative Societies) (£324 million)	1958	105	94	94	100	134	101	88	92	91	97	93	105	91	103	125	140	137
		1959	116	104	112	115	135	117	98	98	110	114	112	123	107	115	127	135	140
		1960	112	112	109	108	121	124	104	108	115	111	101	118	100	105	116	122	125
		1961	115	107	110	115	127	117	97	105	110	113	107	132	107	108	120	129	131
		1962	117	108	111	117	130	119	103	103	111	117	107	129	112	111	122	132	135
		1962	+2	+1	+2	+2	+2	+2	+6	—2	+2	+3	Nil	—2	+5	+3	+1	+2	+3
	Multiple retailers (£77 million)	1958	113	90	87	101	173	96	88	88	85	88	89	97	86	118	153	181	182
		1959	138	121	123	137	172	135	116	114	118	123	127	137	127	144	156	167	189
		1960	115	124	114	103	118	135	121	118	129	114	101	105	97	106	107	118	127
		1961	111	95	109	114	126	96	95	94	101	116	109	124	111	109	113	127	136
		1962	116	96	110	121	136	99	97	92	105	114	112	129	119	117	123	134	148
		1962	+4	+1	+2	+6	+8	+3	+2	—3	+4	—2	+2	+4	+7	+7	+9	+6	+8
	Independent retailers Total (£247 million)	1958	103	95	96	99	122	103	87	94	93	100	94	107	92	99	116	127	123
		1959	110	99	108	108	123	112	92	93	107	111	107	119	100	106	119	125	124
		1960	112	108	107	109	122	120	99	105	111	110	101	123	101	105	118	124	124
		1961	116	110	110	115	127	124	98	109	112	112	106	134	106	107	123	130	129
		1962	117	112	112	116	129	125	105	107	113	118	106	129	110	110	122	132	132
		1962	+1	+2	+2	Nil	+1	+1	+7	—2	+1	+5	—1	—4	+4	+2	—1	+1	+2
	of which (c) Large (..)	1958	104	99	96	98	124	113	88	97	96	95	97	111	84	99	113	126	131
		1959	115	106	112	113	129	125	94	102	112	111	112	129	95	114	118	128	138
		1960	116	115	111	114	126	135	101	110	116	108	108	135	95	113	122	121	133
		1961	122	118	114	124	132	143	99	114	120	108	114	156	106	114	125	126	141
		1962	122	116	114	125	133	138	103	108	115	116	112	150	110	118	121	131	144
		1962	Nil	—2	Nil	+1	+1	—3	+4	—5	—5	+7	—2	—4	+4	+3	—4	+4	+2
	Medium and Small (..)	1958	103	93	96	100	122	100	87	93	93	102	93	106	95	99	117	127	121
		1959	108	96	107	107	121	108	92	91	106	111	106	116	102	103	119	125	120
		1960	110	106	106	108	121	116	98	103	110	111	99	119	104	102	117	124	122
		1961	114	108	109	113	126	118	98	107	110	113	104	128	106	105	122	131	126
		1962	116	111	111	113	127	121	105	106	113	118	104	123	110	107	122	132	128
		1962	+2	+3	+2	Nil	+1	+3	+8	—1	+3	+5	Nil	—4	+4	+2	Nil	+1	+2
Other Durable Goods Shops.	Total, all Retailers (excluding Co-operative Societies) (£352 million)	1958	104	92	84	91	148	103	91	85	83	89	82	84	87	99	129	156	157
		1959	118	106	109	115	144	119	107	93	111	111	105	111	111	121	141	138	151
		1960	109	116	101	96	123	121	117	110	112	99	93	94	94	100	118	116	131
		1961	107	103	101	104	121	107	102	101	105	101	99	113	98	102	116	115	130
		1962	111	105	101	106	131	111	103	101	98	102	101	102	104	111	125	124	141
		1962	+3	+1	—1	+2	+8	+3	+1	Nil	—6	+1	+2	—9	+6	+9	+8	+8	+9
	of which: Radio and Electrical, etc., Goods Shops (e) (£290 million)	1958	100	91	80	87	142	107	89	80	81	83	76	80	85	94	124	147	152
		1959	108	96	94	103	138	114	96	82	100	96	89	98	101	108	135	128	148
		1960	99	105	90	88	116	117	104	95	104	86	81	85	87	91	111	106	128
		1961	97	94	90	92	113	102	92	89	97	90	85	98	89	90	106	104	125
		1962	97	94	88	90	117	105	92	87	89	89	86	86	90	93	110	107	132
		1962	Nil	Nil	—3	—2	+4	+3	+1	—2	—8	—1	+1	—11	+2	+4	+3	+2	+6

(*Continued on next page*)

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable Goods Shops (*Continued*)																		
Other Durable Goods Shops (cont'd)	Multiple Retailers (£121 million)	1958	115	93	91	104	174	94	93	91	81	98	93	95	96	117	139	193	188
		1959	147	130	138	152	166	134	138	122	127	144	142	151	142	161	161	164	173
		1960	129	145	123	116	134	132	152	150	135	120	115	117	109	121	129	131	139
		1961	130	122	125	134	141	112	121	130	118	125	131	153	121	129	135	137	148
		1962	140*	126	130	144	162*	121	124	132	116	131	139	144	136	149	157	160	168*
		1962	+8	+4	+3	+7	+15	+7	+2	+2	—2	+5	+6	—6	+13	+16	+16	+17	+14
	of which: Radio and Electrical etc., Shops (e) (£59 million)	1958	108	87	77	98	171	102	87	76	70	80	79	90	92	109	122	188	197
		1959	125	110	99	131	159	123	115	96	94	101	102	126	123	141	149	143	180
		1960	104	122	91	93	112	123	124	119	118	81	76	96	87	95	102	99	131
		1961	104	96	96	106	119	93	92	101	94	99	95	121	98	100	106	106	139
		1962	107	98	97	106	126	103	95	97	91	96	102	110	104	105	114	110	148
		1962	+3	+3	+1	Nil	+6	+12	+3	—4	—3	—3	+7	—10	+6	+6	+7	+4	+6
	Electricity Showrooms (£33 million)	1958	123	92	107	107	185	86	93	96	90	117	113	103	101	115	142	204	203
		1959	177	146	193	185	183	155	150	136	174	205	198	194	173	187	182	187	181
		1960	158	157	166	144	163	149	156	164	160	167	170	146	130	154	164	165	161
		1961	159	145	158	167	167	137	146	151	146	158	168	202	144	158	166	164	170
		1962	172	142	165	182	200	132	145	147	138	162	188	187	168	189	192	204	203
		1962	+8	—2	+4	+9	+20	—3	—1	—3	—6	+3	+12	—7	+17	+20	+16	+24	+20
	Gas Showrooms (£30 million)	1958	122	104	102	111	170	89	105	115	95	112	100	96	96	134	168	190	155
		1959	157	153	154	159	163	131	170	158	140	160	160	155	148	171	162	180	150
		1960	148	178	139	130	144	130	204	195	143	146	130	126	128	134	144	158	132
		1961	150	148	148	152	154	125	151	163	136	140	163	161	141	153	157	169	140
		1962	N.A.	164	156	176	N.A.	143	158	186	142	165	160	164	165	193	202	210	N.A.
		1962		+11	+6	+16		+14	+5	+14	+5	+18	—2	+2	+17	+26	+29	+24	
	Independent Retailers (£231 million)	1958	98	92	81	84	135	108	90	82	84	84	75	78	83	90	124	137	141
		1959	103	92	93	95	133	112	91	79	102	94	85	90	95	100	131	125	140
		1960	98	100	89	86	117	116	98	89	100	87	82	82	87	90	113	107	127
		1961	95	93	89	88	111	105	92	86	98	88	82	92	86	88	106	104	121
		1962	95	93	85	86	115	105	91	85	88	87	81	81	87	91	108	106	128
		1962	Nil	Nil	—4	—2	+4	+1	Nil	—1	—9	—1	—1	—12	+1	+3	+2	+2	+6

* Provisional

Miscellaneous Non-Food Shops

Total, Miscellaneous Non-Food Shops	Total, all Retailers (b) (£1,710 million)	1958	104	94	98	101	122	89	91	100	96	99	99	104	100	99	105	112	145
		1959	107	95	103	103	128	91	93	101	103	103	102	107	102	102	108	116	153
		1960	113	99	108	111	133	95	96	104	107	108	108	114	108	110	113	120	160
		1961	119	105	112	116	141	98	101	115	111	113	111	119	115	116	120	128	169
		1962	123	109	116	121	146	104	108	114	115	118	115	122	120	121	123	132	175
		1962	+3	+3	+4	+4	+3	+6	+7	—1	+4	+4	+4	+3	+4	+4	+3	+3	+3
Confectioners, Tobacconists, Newsagents.	Total, all Retailers (£699 million)	1958	102	100	99	101	110	97	99	102	99	99	99	102	102	99	101	104	123
		1959	102	99	99	100	112	97	97	102	100	99	97	99	101	101	103	105	125
		1960	106	100	102	106	116	99	99	101	104	102	102	106	106	105	106	110	130
		1961	111	106	105	110	124	102	103	111	107	107	102	109	110	111	112	117	138
		1962	115	110	110	115	126	109	112	110	113	110	107	114	116	114	116	119	140
		1962	+4	+4	+4	+4	+2	+7	+8	Nil	+5	+3	+4	+4	+6	+3	+3	+2	+1
	Independent retailers (£618 million)	1958	103	100	99	101	110	97	99	102	99	99	100	102	101	100	102	104	122
		1959	103	99	99	100	112	98	97	101	100	100	98	99	101	101	103	106	124
		1960	106	100	103	106	116	99	99	102	104	102	103	106	107	106	107	110	129
		1961	111	106	105	111	123	102	103	111	107	107	103	110	110	112	113	117	137
		1962	115	110	110	115	125	108	111	110	112	110	107	114	116	115	116	119	138
		1962	+3	+4	+4	+4	+2	+6	+8	—1	+5	+2	+4	+4	+5	+3	+3	+1	+1
	Multiple retailers (£81 million)	1958	102	99	98	100	110	95	97	103	101	97	97	100	106	96	98	100	127
		1959	101	98	96	98	111	96	95	102	100	96	94	99	101	96	99	100	130
		1960	104	98	99	102	117	97	98	98	108	98	94	104	103	100	102	106	137
		1961	110	105	103	105	124	102	102	110	107	105	99	106	107	104	108	113	146
		1962	116	112	110	114	129	110	116	112	113	110	106	113	118	111	112	117	152
		1962	+6	+7	+6	+8	+4	+8	+13	+1	+6	+5	+7	+7	+10	+7	+4	+3	+4
Booksellers, Stationers.	Independent Retailers (£69 million)	1958	106	100	94	98	131	95	101	102	96	97	91	104	92	98	104	123	158
		1959	109	102	101	99	135	99	101	106	103	102	98	104	90	102	111	127	161
		1960	117	111	105	114	139	109	112	112	111	105	101	119	105	117	117	132	162
		1961	123	117	113	118	145	113	114	124	116	113	112	122	109	121	123	140	166
		1962	129	122	119	123	151	118	120	127	121	124	113	130	114	126	128	147	174
		1962	+5	+4	+5	+5	+5	+5	+5	+3	+4	+10	+1	+6	+5	+4	+4	+5	+5

Retail Trade (*Continued*)

Index Numbers of Values of Sales per Week, and Percentage Changes Compared with a Year Earlier (*a*)

1957 = 100

Kind of Business (Sales in 1957 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Miscellaneous Non-Food Shops – (*Continued*)																		
Chemists (*d*) Photographic Goods Dealers	Total, all Retailers (£205 million)	1958	103	90	96	104	122	88	87	94	90	96	101	110	106	98	96	108	155
		1959	109	94	103	112	129	92	95	94	96	105	107	119	114	104	101	113	164
		1960	115	95	110	117	140	96	93	97	104	107	116	125	117	111	108	115	185
		1961	124	105	116	125	149	103	102	110	111	115	121	132	124	121	114	124	198
		1962	128	110	121	128	154	110	106	114	114	116	130	133	128	123	117	128	204
		1962	+3	+5	+4	+2	+3	+7	+4	+4	+3	+1	+7	+1	+4	+2	+3	+3	+3
	Independent retailers (£114 million)	1958	102	91	99	107	111	90	88	94	92	97	105	116	108	100	95	97	136
		1959	107	94	105	115	116	91	96	95	98	105	110	125	116	106	99	100	142
		1960	111	94	110	118	124	94	91	96	102	107	118	126	119	111	104	101	157
		1961	118	103	114	124	130	101	99	109	108	113	119	132	123	118	110	108	165
		1962	120	107	118	125	132	108	102	110	112	115	125	132	125	119	112	110	166
		1962	+2	+4	+3	+1	+1	+7	+3	+2	+3	+1	+6	Nil	+2	+1	+2	+2	+1
	Multiple retailers (£77 million)	1958	105	88	92	100	138	85	84	94	87	94	96	102	105	94	95	123	184
		1959	112	92	100	108	148	92	92	93	90	105	103	112	111	101	104	130	198
		1960	121	96	109	116	164	97	94	96	106	107	113	125	115	111	114	134	227
		1961	133	107	119	129	178	104	105	111	114	118	125	135	127	126	120	147	249
		1962	140	115	125	134	186	113	111	120	117	118	138	137	135	132	125	154	261
		1962	+5	+7	+5	+4	+5	+8	+6	+8	+3	+1	+11	+1	+7	+5	+4	+5	+4
	Co-operative Societies (£13 million)	1958	105	97	99	99	124	95	97	99	96	101	99	108	95	94	99	115	151
		1959	111	101	107	105	132	99	106	100	107	109	106	113	102	100	103	120	164
		1960	117	103	112	110	141	102	104	104	110	113	114	118	108	106	110	122	182
		1961	123	114	118	117	145	109	114	117	115	121	118	124	114	113	112	126	187
		1962	124	112	118	117	150	110	110	116	115	119	120	121	117	113	114	128	196
		1962	+1	—1	Nil	Nil	+3	+1	—3	—1	Nil	—2	+1	—2	+3	Nil	+2	+2	+5
Jewellers	Total, all Retailers (£71 million)	1958	102	81	83	101	142	73	81	86	76	84	88	106	104	95	89	106	212
		1959	109	81	89	110	157	75	82	85	83	90	94	115	112	105	96	113	242
		1960	118	87	97	121	168	83	86	92	93	94	102	127	124	113	102	121	258
		1961	124	96	101	125	175	86	94	105	97	101	105	130	126	121	106	126	270
		1962	124	97	100	126	175	87	97	104	97	99	102	130	127	121	105	126	270
		1962	Nil	+1	—1	Nil	Nil	+1	+4	—1	Nil	—1	—2	—1	+1	Nil	—1	Nil	Nil
	Independent retailers (£61 million)	1958	101	82	84	101	137	76	82	86	77	85	89	106	104	94	90	105	201
		1959	109	82	91	110	152	77	83	85	86	91	95	116	112	104	97	112	228
		1960	117	88	98	121	161	85	86	92	94	95	103	127	125	112	102	120	240
		1961	122	96	101	125	167	89	95	104	97	101	105	130	125	120	105	126	250
		1962	122	97	99	124	167	90	98	103	97	99	101	128	126	120	104	123	252
		1962	Nil	+1	—2	Nil	Nil	+1	+3	—1	Nil	—2	—4	—2	+1	Nil	—2	—2	+1
	Multiple retailers (£10 million)	1958	105	74	77	102	167	56	75	87	72	76	82	105	106	97	83	111	278
		1959	112	76	79	107	187	60	73	91	69	79	87	107	110	106	92	115	320
		1960	126	83	91	122	208	70	84	93	90	85	96	130	121	118	103	125	360
		1961	135	91	98	130	220	73	88	108	95	96	103	132	132	128	108	128	384
		1962	137	92	101	134	222	70	96	106	95	98	107	139	133	131	110	143	376
		1962	+2	+1	+3	+3	+1	—4	+8	—2	+1	+3	+4	+5	+1	+2	+2	+11	—2
Leather Goods, Sports Goods, Toys and Fancy Goods Shops.	Total, all Retailers (£63 million)	1958	102	70	88	105	143	68	68	73	83	86	94	107	109	101	93	113	207
		1959	106	72	92	109	150	70	69	75	86	93	98	114	110	105	97	118	219
		1960	114	77	99	117	162	77	75	78	95	95	104	120	116	114	107	125	237
		1961	119	84	102	123	167	81	81	89	101	101	104	122	125	121	109	129	243
		1962	120	83	104	125	167	82	83	85	103	100	108	121	127	126	107	127	248
		1962	+1	—1	+2	+2	Nil	+1	+2	—5	+2	—1	+3	—1	+2	+4	—3	—1	+2
Ironmongers and Hardware Shops.	Total, all Retailers (£184 million)	1958	104	100	101	99	114	103	97	100	107	105	94	101	102	95	107	110	123
		1959	106	102	106	102	114	108	98	99	110	109	101	105	105	96	108	109	122
		1960	108	102	108	105	116	103	100	102	114	110	101	109	109	98	108	107	128
		1961	111	105	110	110	121	102	100	111	115	113	104	113	116	103	112	112	134
		1962	114	108	111	113	124	107	105	110	115	116	105	113	120	107	115	118	137
		1962	+2	+3	+1	+3	+3	+5	+5	—1	Nil	+2	+2	Nil	+3	+4	+2	+5	+2
	Independent retailers (£162 million)	1958	103	101	101	98	113	105	98	101	107	106	93	101	101	94	107	110	120
		1959	105	102	106	100	112	111	99	98	110	109	99	105	103	94	108	108	120
		1960	106	102	107	103	114	105	101	101	112	110	100	108	107	96	107	106	126
		1961	110	105	109	109	118	104	100	110	113	113	102	112	115	102	110	111	131
		1962	113	108	110	111	121	109	105	109	114	116	103	112	118	106	112	116	132
		1962	+2	+3	+1	+2	+2	+5	+5	—1	Nil	+2	+1	Nil	+3	+4	+2	+5	+1
	Multiple retailers (£22 million)	1958	105	92	103	104	119	85	89	100	111	100	100	99	111	102	104	107	140
		1959	112	98	110	112	125	91	95	107	110	108	112	108	120	108	113	121	139
		1960	116	101	117	119	127	90	97	112	125	114	112	118	124	115	118	112	146
		1961	121	104	120	119	140	88	99	121	126	117	117	119	127	112	130	124	160
		1962	124	106	121	125	145	91	106	119	126	116	122	120	135	120	134	126	170
		1962	+3	+2	+1	+5	+4	+3	+7	—2	Nil	—1	+4	+1	+7	+7	+4	+1	+6

Hire Purchase Business in December

SALES ON HIRE-PURCHASE and other instalment credit terms by household goods shops were about the same level in December as in recent months, after allowing for seasonal factors. Credit advanced by finance houses fell sharply between November and December, most of the fall probably being accounted for by seasonal factors; the reduction in the average amount advanced following the change in purchase tax was also a contributing factor.

Debt outstanding rose by £4 million in the month to £887 million; a small fall in finance house debt being more than balanced by a rise in the debt owed to shops. During 1962 total debt fell by £40 million.

Household Goods Shops

The rise in sales on hire-purchase and other instalment credit terms by household goods shops of about 6 per cent. between November and December was in line with what was to be expected on account of seasonal influences. Compared with December 1961 sales were up by about one eighth, a rise of about one-fifth in the hardware, radio, electrical etc. group being offset by increases of only about 5 per cent. for both furniture and furnishing shops and the household goods departments of department stores. Instalment debt outstanding to household goods shops as a whole amounted to £318 million at the end of December, £10 million more than a month earlier.

Finance Houses

With the sharp and possibly changing seasonal pattern in the car market it is difficult to be certain about the trend of new finance house business in December, when the value of new credit advanced was 25 per cent. less than in November. This fall appears somewhat greater than would be expected having regard to the seasonal pattern of past years. The decrease in average values for car contracts resulting from the change in purchase tax in November would have in itself, exerted a downward influence on the total credit advanced.

Finance house contributors supply figures of the number of agreements entered into during the month as well as the total amount advanced, thus enabling the calculation of a figure for the average value advanced per agreement. This average has been found to fluctuate somewhat from month to month, partly because some agreements relate to more than one car. The average amount advanced per agreement for new cars in December was £494, a figure about 10 per cent. less than the December 1961 average and about 5 per cent. less than the November 1962 average.

Compared with a year earlier, new credit extended on new private cars was up by nearly one quarter, against about 30 per cent. in November and 40 per cent. in October. Credit for used cars was about the same as in December 1961 while for most of the other

(*Continued on page* 328)

Debt

Table 1 — Estimates of Hire-Purchase and Other Credit Instalments Outstanding

END OF PERIOD — £ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1960	330	333	336	338	338	335	331	327	324	322	322	325
	1961	321	315	312	308	306	306	306	305	303	303	303	309
	1962	304	301	296	293	292	294	295	297	300	304	308	318
Owed directly to finance houses	1960	534	547	573	599	614	621	630	633	628	623	620	610
	1961	607	607	622	631	643	651	662	660	650	639	628	618
	1962	606	598	592	590	593	593	597	593	590	583	575	569
Total of above	1960	864	880	909	937	952	956	961	960	952	945	942	935
	1961	928	922	934	939	949	957	968	965	953	942	931	927
	1962	910	899	888	883	885	887	892	890	890	887	883	887

Table 1a—Commodity Analysis of Hire-Purchase and Other Credit Instalments Outstanding

END OF PERIOD — £ million

	1957	1960		1961				1962			
	Dec.	Sept.	Dec.	March	June	Sept.	Dec.	March	June	Sept.	Dec.
Private and commercial motor vehicles and caravans	197	478	454	470	492	490	461	441	442	436	416
Farm and industrial equipment	21	48	52	53	60	62	68	71	70	68	66
Household goods (a)	221	396	394	377	371	365	366	343	343	352	372
Other goods	9	30	35	34	34	36	32	33	32	34	33
Total	448	952	935	934	957	953	927	888	887	890	887

(a) Includes pedal cycles.

Table 2 — Hire-Purchase and Other Instalment Credit Extended and Repaid

£ million

Period	New Credit Extended: For household goods	For other durable goods	Total	Repayments	Change in Debt
1958	292	363	655	547	+108
1959	394	523	917	624	+293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1962	301	437	738	778	— 40
1959 1st Quarter	85	118	203	147	+ 56
2nd Quarter	94	152	246	155	+ 91
3rd Quarter	99	132	231	154	+ 77
4th Quarter	116	121	237	168	+ 69
1960 1st Quarter	87	152	239	179	+ 60
2nd Quarter	73	156	229	182	+ 47
3rd Quarter	64	117	181	185	— 4
4th Quarter	77	94	171	188	— 17
1961 1st Quarter	64	136	200	201	— 1
2nd Quarter	69	164	233	210	+ 23
3rd Quarter	72	126	198	202	— 4
4th Quarter	78	89	167	193	— 26
1962 1st Quarter	63	104	167	206	— 39
2nd Quarter	69	128	197	198	— 1
3rd Quarter	79	114	193	190	+ 3
4th Quarter	90	91	181	184	— 3

New Business of Household Goods Shops

Table 3 — Index Numbers of Value of Goods Sold on Hire-Purchase and Other Instalment Credit per Week

Average of 1957 = 100

		Year	Jan.	Feb.	March (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
Furniture and Furnishing Shops	Total (multiple and independent retailers, co-operative societies)	1960	122	113	111	121	102	90	101	92	102	112	120	124
		1961	97	90	98	102	104	104	121	102	106	117	126	132
		1962	98	96	94	100	105	104	115	108	113	124	131	139
	of which: Multiple retailers (b)	1960	138	125	116	134	107	94	101	91	99	111	119	125
		1961	98	95	99	106	108	114	125	106	110	121	131	138
		1962	103	100	94	102	106	114	126	115	118	131	139	151
	Independent retailers	1960	107	102	103	110	93	83	100	89	99	110	114	120
		1961	94	83	92	95	95	92	109	94	99	109	115	122
		1962	89	90	89	93	97	89	97	92	99	108	113	122
Hardware, Radio, Electrical Goods, Cycle and Perambulator Shops	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1960	126	130	126	124	105	96	92	90	98	109	108	114
		1961	92	96	97	99	104	104	125	96	99	105	105	113
		1962	89	89	93	88	98	116	118	112	116	120	127	136
	of which (multiple and independent): Radio and electrical goods shops	1960	105	97	83	87	62	57	58	59	66	78	76	82
		1961	66	61	56	62	64	63	77	56	60	69	69	75
		1962	60	53	50	50	53	61	63	62	62	68	73	84
	Cycle shops, cycle and radio shops, perambulator shops	1960	116	121	117	134	110	103	110	103	109	107	105	158
		1961	100	96	101	118	119	115	139	118	110	116	112	175
		1962	106	102	106	117	122	156	153	150	135	145	144	206
Department Stores: Household goods department		1960	140	116	120	140	121	101	128	100	117	137	143	138
		1961	133	119	117	123	124	111	156	109	119	141	143	146
		1962	142	114	111	117	120	121	148	122	134	153	160	155
Total, Household Goods Shops		1960	125	122	119	124	105	94	99	92	101	112	116	120
		1961	97	95	99	102	106	105	125	100	104	113	117	124
		1962	97	94	94	95	103	111	119	111	116	124	131	139

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.

New Business of Finance Houses

Table 4 — Index Numbers of New Hire-Purchase and Other Instalment Credit Extended Direct to Hirers per Calendar Month

Monthly average of 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1960	188	182	255	249	199	154	146	113	110	106	94	70
	1961	116	173	234	206	241	224	242	139	111	114	115	83
	1962	124	145	168	169	238	201	199	145	137	158	148	102
Private cars – used	1960	160	191	250	240	178	155	150	149	129	121	113	92
	1961	131	179	204	183	218	201	195	143	110	118	108	79
	1962	96	121	134	138	179	162	169	152	126	133	111	78
Commercial motor vehicles – new and used	1960	201	211	261	242	233	214	199	165	173	186	184	154
	1961	195	212	246	221	238	235	240	163	142	154	144	110
	1962	155	157	171	157	185	161	160	130	127	143	136	94
Motor cycles, side-cars, power assisted cycles – new and used	1960	100	133	225	244	208	164	148	144	118	97	82	59
	1961	71	108	171	160	184	161	160	135	85	73	59	37
	1962	43	64	78	82	106	95	96	82	68	66	51	33
Caravans – new and used	1960	113	162	233	254	264	168	156	148	126	108	83	54
	1961	74	137	220	219	242	248	226	188	146	159	123	80
	1962	95	127	172	175	222	205	217	198	160	153	115	76
Farm equipment and tractors	1960	108	131	159	157	176	173	162	151	122	153	163	94
	1961	128	123	195	195	195	217	201	169	132	150	128	79
	1962	93	105	143	110	112	116	141	151	139	153	126	75
Industrial and building plant and equipment	1960	207	205	273	261	270	267	231	205	231	253	245	194
	1961	251	239	312	311	360	315	346	233	239	272	263	211
	1962	254	300	337	266	302	254	286	212	216	235	209	181
Household goods (a)	1960	242	204	213	177	172	142	139	137	131	141	142	136
	1961	138	114	126	120	136	123	133	115	107	118	119	104
	1962	118	98	90	88	110	105	120	115	107	120	117	110
All goods (including goods not shown above)	1960	180	188	244	232	201	170	169	151	139	138	132	110
	1961	144	168	207	190	220	204	207	150	123	131	125	96
	1962	121	133	147	142	179	160	168	143	127	140	126	94

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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H.P. Business (*Continued*)

categories of goods there were decreases.

Direct instalment debt due to finance houses fell by £6 million to £569 million during December but amounts owing by retailers under block discounting arrangements were unchanged at £52 million.

Notes on Statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributors – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit, which includes the initial deposits or down payments as well as the credit extended (i.e., the balance of the cash price together with the credit charges), during the period. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all household goods sold on credit by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail-order houses and credit traders calling on customers for orders are not included.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957.

The estimates in £'s million of goods sold on hire-purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32; of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92; of which radio and electrical goods shops 81·12 and cycle shops, etc., 17·68; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire-purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

EXPORT DRIVE

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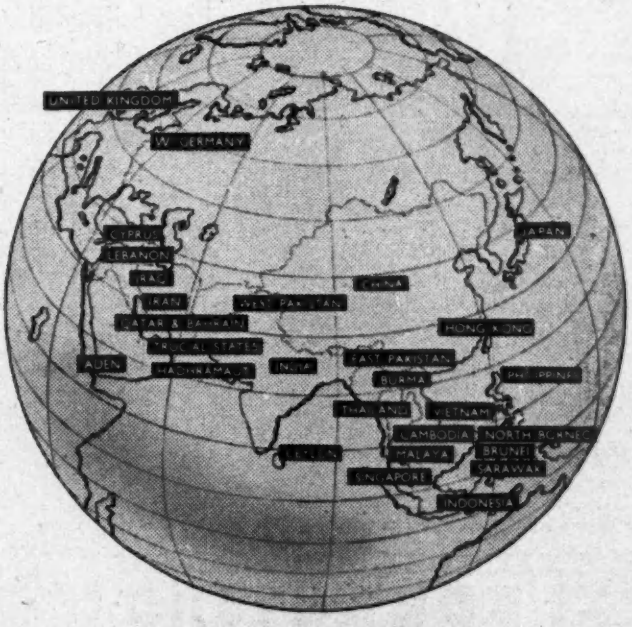

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Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
Feb. 13 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include furniture, carpets, rugs, blankets, tools, electrical equipment, generating sets, marine engines, diesel and petrol engines, trolleys, M.T. Spares clocks, packing cases, etc.

Feb. 22 .	Approx. 154 acres of land including 2 hangars (122ft. by 244ft. approx.) one with planning permission for storage.	Royal Air Force, Beccles, Suffolk . .	George Durrant & Sons, Beccles, Suffolk (Tel. Beccles 2122).
Feb. 22 .	Approx. 300 tons of wheat and barley straw.	Airfield Farm, Little Horwood, Winslow, Bucks.	W. Brown & Co., 415 High Street, Tring, Herts.
Feb. 27 .	Approx. 38 acres of land including 3 hangars (one 234 ft. by 150 ft. approx; two 250 ft. by 120 ft. approx.) and numerous other buildings.	Royal Air Force Station, Technical Site, Hornchurch, Essex.	Kemsleys, 10 Weston Road, Romford, Essex. (Tel. Romford 44175).
Mar. 28 .	Miscellaneous stores and equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053.)
May 1 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
May 9 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sale may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALES

Tenders are invited for the purchase, recovery, and removal of underground cable situated at Methwold, Norfolk. Apply within seven days of the date of this notice to Air Ministry (C19A), Turnstile House, High Holborn, London, W.C.1, for tender form.

War Office

1963	Stores	Location	Auctioneers
Feb. 12-14 .	Vehicles, earth moving, lifting equipment, trailers, Caterpillar and Land Rover spares	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Feb. 19-21 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, Royal Arsenal Woolwich, London.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3.
Feb. 28 & Mar. 1 .	Vehicles, watches and miscellaneous stores including:	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).

Saloon and estate cars; vans, utilecons; Land Rovers; trucks including a fitted machinery truck; trailers; coaches; motorcycles; M.T. spares; a motor tug boat; pocket and wrist watches; bivouac tents; portable shelter and marquee components; wooden tent bottoms; extending ladders; clothing including greatcoats, B.D. trousers and blouses; electric cable; bleaching powder; furniture; wooden boxes, etc.

Mar. 5 .	Machine tools, plant textiles and miscellaneous stores.	Northern Command, Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds 2. (Tel. 20898).
Mar. 7-8 .	Machine tools, watches and miscellaneous stores.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*)

MACHINE TOOLS – SALE BY TENDER

Richards 12 ft. and 14 ft. swing vertical boring and turning millers.

Location: Royal Ordnance Factory, Barnbow, Leeds, Yorks.

Applications for tender forms should be made to: War Office, Directorate of Disposals, First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by February 19, 1963.

Permission to view on presentation of tender forms only.

Education and Industry

The latest edition of the Central Office of Information Reference Pamphlet No. 21 entitled 'Technical Education in Britain' gives a short history of the development of technical education and its administration and organization, and outlines the courses available leading to qualifications for professional, craftsmen and technician status. Copies H.M. Stationery Office, Price 3s. (The *Board of Trade Journal* has recently published a series of six articles, under the heading 'Education and Industry', which were contributed by industrial and educational experts.)

O.E.C.D. Textile Industry Report

The O.E.C.D. have published a statistical study on the textile industry, which reviews progress in the main textile sectors in 1961 and analyses the economic position of this important branch of industry in the middle of 1962 both in Europe and the United States. Trading in textiles since 1955 between the O.E.C.D. countries and the Asiatic countries is also studied in detail in an annex, which comments on the repercussions of increased imports from third countries on the European and United States textiles industries. Inquiries for copies to O.E.C.D., Technical Information, 2 Rue André-Pascal, Paris 16.

Recent Export Orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page

Ghanaian Contract for Broadcasting Equipment

The largest single contract, valued at £3 million, which Marconi's Wireless & Telegraph Co. Ltd., have ever received in the broadcasting field has been placed by the Ghana Supply Commission, acting on behalf of the Government of the Republic of Ghana. It is for the manufacture, supply, installation and setting to work of three television transmitting stations; a television studio complex; a large sound transmitting station; and a complete microwave link system.

Austria Buys Computing Equipment

Elliott-Automation Ltd., have received a substantial order for computing equipment from Oesterreichische Mineralolverwaltung A.G., of Vienna, the managing company of the Austrian Natural Gas Field.

Kuwait Gets First Flour Milling Plant

A contract valued at approximately £750,000 has been awarded to Thomas Robinson & Son Ltd., Rochdale, for the first flour mill to be built in Kuwait, for the Kuwait Flour Mill Company S.A.K.

Fire Fighting Equipment for Syria

The Syrian Arab Republic have awarded a contract to Foamite Ltd., Feltham, Middlesex, for the supply of four special emergency airfield crash rescue vehicles. Extra sets of the fire fighting installation are being provided which will be mounted on vehicles in Syria.

British Equipment for Trinidad Oil Plant

Daniel Adamson & Co. Ltd., Dukinfield, Cheshire, are to supply 40 heat exchangers and a large welded pressure vessel in stainless clad steel, valued at £170,000, to be used in the new oil producing plant which the Lummus Co., of Texas are building in Trinidad.

British TV Protects American Tyre Inspectors

Closed-circuit television cameras manufactured by EMI Electronics Ltd., Hayes, Middlesex, have been installed at the indoor tyre testing laboratory of B. F. Goodrich Co., Brecksville, Ohio. The equipment enables engineers to watch close-up views of car and lorry tyres undergoing high-speed endurance tests without exposing themselves to risk of injury.

Cable for Suez Canal Dredger

The Cable Division of AEI Ltd., have supplied almost £10,000 worth of shipwiring cable for installation on a suction dredger for the Suez Canal, which is being built by Simons-Lobnitz Ltd., Renfrew.

Canada Buys British Leisure Chairs

L. E. Gant, Ltd., Richmond, Surrey, have secured from Canada an order, which is claimed to be the largest ever placed in this country for leisure chairs, worth approximately £24,000.

Special Quick Delivery to New Market

South Wales Switchgear Ltd., are to supply the electrical plant which will provide the electrical supplies for the National Iron and Steel Mills factory at the new industrial estate of Jurong, Singapore. The plant is being manufactured on a quick delivery basis to meet the customer's building schedule.

Oxygen Plant for Italian Steel Industry

Air Products Ltd., have designed and constructed two generating units, capable of producing a total of more than 400 tons per day of pure oxygen, for the Italian steel industry at the Oscar Singalia Works, Cornigliano, Genoa. The contract was worth over £1 million.

New BEAMA Overseas Journal

Mr. Alan Green (*second right*), Minister of State, Board of Trade, being presented with a copy of the first issue of *Electric Power*, the new British Electrical & Allied Manufacturers Association overseas journal, by Mr. H. H. Mullens, president of BEAMA. Seen with them are Mr. Stanley Steward (*left*), director of BEAMA, and Mr. V. E. Sherren, chairman of Longacre Press Ltd.

British Teaching Film for Australia and Italy

The Rank Organisation's Cine and Photographic Division are exporting 91 copies of the film 'Latitude and Longitude' to Italy, for use in education study centres. Australia has also ordered a further 18 prints of the same film, for use at the Visual Education Centre, Burwood, New South Wales.

British Pumps for Swedish Atomic Energy Commission

Approximately £14,000 worth of pumps have been ordered by the Atomic Energy Commission of Sweden from the British LaBour Pump Co. Ltd.

Telephone Equipment for Malaya

The General Electric Company (Telecommunications) Ltd., have supplied much of the equipment for the subscriber trunk dialling system in Malaya.

Portugal Buys Furnaces

An order for a pair of elevator type annealing furnaces, with an output of 30 tons of iron castings per week, has been placed with AEI-Birlec Ltd., by Industrias A. J. Oliveira, Filhos & Ca. Lda.

Thailand Buys Recording Equipment

The Kamol Sukosol Company in Bangkok, one of the major recording organizations in Thailand, are to have a stereophonic recording studio completely equipped by EMI Ltd.

Czechoslovakia Places £250,000 Car Order

The Rootes Group have received an order from Czechoslovakia for 500 Hillman saloon cars, together with parts worth £250,000.

Pipework for Saudi Arabia

Shaw Petrie Ltd., Glasgow, have been awarded a contract worth £80,000 for fabricated pipework which will form part of Aramco's oil operations in Saudi Arabia.

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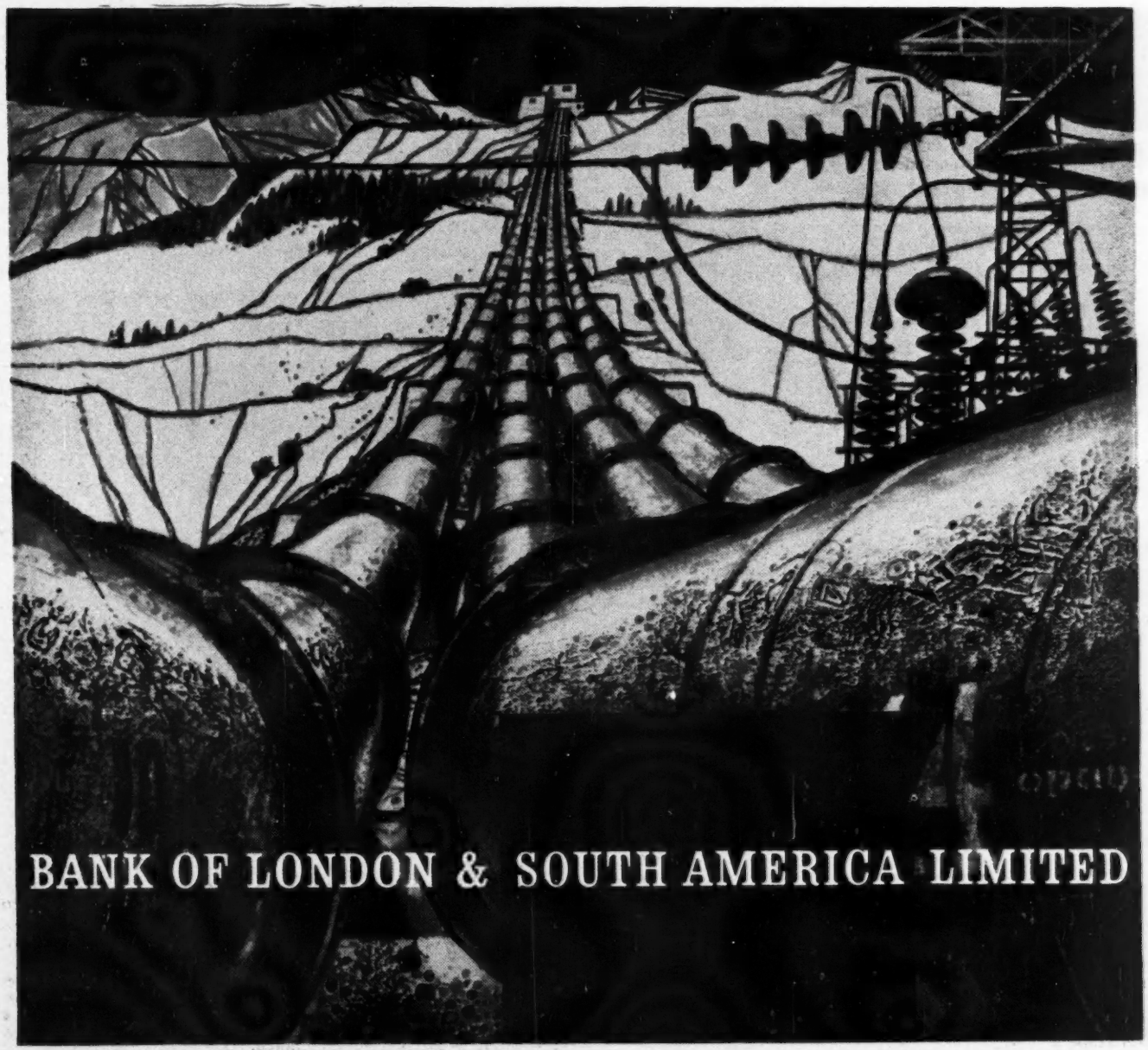

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Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
United Kingdom	Feb. 1	May 3
Outside Europe	Jan. 4	April 5
Europe	Dec. 7	Mar. 1

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Additions to Classified Lists of Trade Fairs and Exhibitions

THE fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on February 1, January 4 and December 7 respectively.

UNITED KINGDOM

No change.

OUTSIDE EUROPE

Addition:

MONTREAL: CANADIAN NATIONAL BUSINESS SHOW–November 19-21, 1963.
*Apply, Canadian National Business Show, 18-19, Yonge Street, Toronto.

EUROPE

Additions:

AMSTERDAM: INTERNATIONAL PACKAGING EXHIBITION (MACROPAK)–April 14-21, 1964.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

DUSSELDORF: 3RD INTERNATIONAL CONGRESS AND EXHIBITION FOR INSTRUMENTATION AND AUTOMATION (INTERKAMA).–November 10-16, 1965.
Apply, John E. Buck & Co. 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

International Display Market Week, 1963

THE INTERNATIONAL Display Market Week will be held from February 25-28, 1963, at the Hotel Russell, Russell Square, London, W.C.1. A new feature will be an open stand section in the Winter Garden. All kinds of display equipment and accessories will be exhibited including display stands, signs and lighting, seasonal decorations and novelties, animations, showroom and counter equipment, artificial flowers and plants. The accent for 1963 will be on new ideas that are practical and economical, and there will be items of interest for every kind of retail trade and suitable for every type of store or shop.

Further information can be obtained from the organizers, National Display Equipment Association, 2 Caxton Street, London, S.W.1. (Tel. Abbey 4813/4).

Quotas for Goods at Fairs in West Germany in the First Half of 1963

THE MINISTER for Food, Agriculture and Forests has announced that import licences will be issued covering sales at Fairs to be held during the first half of 1963. Licences will be allocated to firms as previously in accordance with the amount of space booked. It has been agreed with the German authorities that currency up to the following amounts will be made available for goods sold by United Kingdom exhibitors at the above Fairs:

	DM
Fruit and fruit juices in tins and bottles	100,000
Roasted and salted peanuts	50,000
Miscellaneous foodstuffs	500,000
OF WHICH:	
Barley and oat products	up to 25,000
Canned vegetables	up to 50,000
Jams and marmalades	up to 75,000
Miscellaneous foodstuffs from the dependent overseas territories	40,000
Ice cream	250,000
Ice cream mix	50,000
Wine	2,000 hectolitres

United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn, not later than the first post on March 5, 1963. Applications should be accompanied by a copy of the agent's sub-tenancy agreement for stand space (Untermietvertrag).

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Tel.: Tralfalgar 8855, Ext. 2609).

British Knitwear Display for Turin Fair

EIGHTEEN LEADING British manufacturers of hosiery and knitwear will take part in a combined display at the 16th International Clothing Trade Fair (SAMIA) opening at Turin on March 24. The Board of Trade is organizing the display in collaboration with the British Hosiery and Knitwear Export Group, of which the manufacturers are members. This will be the Export Group's first venture at an Italian fair.

The firms will be taking with them to Turin a wide range of ready-to-wear knitted clothes, including outer and under garments, lingerie and night clothes, sports dress, and hosiery for men, women and children. The display will cover about 4,300 square feet, and will include a trade information inquiry stand staffed by the Export Group.

The Fair, which will close on March 31, attracted last year some 200 exhibitors from many parts of Europe as well as more than 5,600 visiting buyers from 34 countries.

Overseas Interest in Furniture Show

A SHOP WINDOW for home and overseas buyers, the 1963 Furniture Show at Earl's Court, London, featured displays by some 250 exhibitors over an area of more than 250,000 sq. feet. Sponsored by the British Furniture Manufacturers' Federated Associations and The National Federation of Bedding Ltd., and presented by the 'Daily Mirror,' the exhibition which was opened on January 29 by Sir Ralph Perring, Lord Mayor of London.

Despite a general air of quiet, buyers – particularly those from European countries – appeared to have been busy. As an example Jaycee Furniture Ltd., reported a record sale of oak furniture to Germany. One single order was for £10,000. Buyers from other European countries also showed interest in the firm's products and an official said further overseas orders were expected. Other exhibitors stated that they had had a 'promising first week' at the exhibition.

A display that aroused some interest was the Ministry of Public Buildings and Works stand where civil service furniture of the future, and examples of new furnished homes for service men were featured. With stress on exports, the Board of Trade stand offered advice and information on government services to exporters.

Overseas Interest in British Toy Fair

THE TENTH British Toy Fair held at Brighton from January 27-February 1 attracted a record number of over 300 exhibitors, including more than 60 from overseas. A Sunday opening was arranged for the benefit of overseas buyers and they accounted for nearly a fifth of the first day attendance. They had plenty to see for the Fair was bigger than ever, occupying an area of 75,000 square feet, in three sea-front hotels, the Corn Exchange and a new venue this year, the Sports Stadium.

British toy exports now amount to about a quarter of the annual production of over £40 million, and our best markets in 1962 included Australia, United States, Canada, Western Germany – where there was a substantial increase – Sweden, the Benelux countries and South Africa. A number of firms broke into the formidable Japanese market for the first time. The reason for this rising success is soon apparent after a visit to Brighton. Every type of toy is on view from traditional cuddly, bouncy, wobbly toys for tiny tots, to the modern, instructive, inventive toys demanded these days by the older boy and girl.

Rosebud Dolls Ltd., for instance, export their walking, talking dolls to 72 countries. Amanda Jane Ltd., have fashion dolls in which wide interest was expressed on the first two days at the Fair. The modern girl wants a little more than even the modern doll, she wants household appliances for her contemporary style villa. Firms like Playcraft Toys Ltd., can provide them with working replicas of vacuum cleaners, washing machines, and these are selling overseas. When it comes to correspondence a typewriter, even a junior one is much more impressive and Mettoy Ltd., on the opening day sold 2,000, valued at $24,000, to the United States. Boys too want realism and they can become a 'real' racing driver in a petrol driven – or electric motor – racing car, with a maximum speed of 14 m.p.h. Much interest has been shown in these models in the Middle East to judge by orders received by the makers Glass Fibres (Birmingham) Ltd., from Kuwait, Lebanon and Saudi Arabia. A safer, but no less exciting, form of motor-racing was displayed at the Fair by several firms. Airfix Products Ltd., had a scale model of Brands Hatch.; Victory Industries Ltd., who last year sold $250,000 worth of racing cars and circuits in the United States, demonstrated a new assemble-it-yourself racing car based on famous makes; G. & R. Wrenn had a new track on which a car could actually pull out and overtake. On the more thoughtful side were constructional toys of every sort from building your own film projector or microscope (Helio Mirror Co. Ltd.) who have received sample orders from the United States, to a new unbreakable, needs-no-tools type building kit marketed for the first time by Tallon Ltd. Graham Farish Ltd., displayed working models of famous locomotives and wagons, which are in demand all over the world by children and model railway enthusiasts.

Completely modern was a working model of a hovercraft by D. Sebel and Co. Ltd., whirring around for one and a half minutes on an inch-high cushion of air. Among the traditional things; 120 Teddy Bears from 9 inches to 6 feet high (Wendy Boston Playsafe Toys Ltd.), a scale model Mercedes Benz car with full interior fittings which is the latest in the 'Matchbox' series of which 60,000,000 are sold every year, say the makers Lesney Products & Co.; a plastic racing car in which the driver bounces up and down when moving (Combex Ltd.)

Business Outlook in Mexico

'Mexico – Business Problems and Opportunities,' includes detailed analyses of 'Mexicanization' and its meaning to foreign businessmen; government participation in industry; the sources of available venture capital; forms of organization; the tax regulations; the cost of labour; the administration of price controls; the cost and availability of power and communication facilities and Mexican participation in the Latin American Free Trade Association. Inquiries to Business International, 200 Park Avenue South, New York 3, New York. Price $40. (To subscribers of Business International $32.)

1963 Handbook on Britain

Factual information on almost every aspect of British national affairs is to be found in 'Britain: An Official Handbook, 1963', which has now been published by the Central Office of Information. Copies: H.M. Stationery Office. Price 27s. 6d.

INTERNATIONAL
SPRING FAIR 1963

Utrecht - Netherlands

11 - 19 March
(closed on Sunday)

Product Groups:

General engineering: machinery for various industries - metalworking machinery - welding plant - combustion engines, steam engines, boilers, turbines, coolers - transmission equipment, gear boxes, bearings - hydraulic and pneumatic equipment - pumps, compressors, blowers, exhausters, air conditioning equipment - rolling mill and foundry products - safety devices

Electrical engineering: equipment for power generation, transmission distribution and industrial application - low-voltage equipment - electronic equipment - industrial lighting, etc.

Technical marine equipment: hull constructions - marine engines and accessories - transmission equipment, gear boxes, reversing-gear couplings, bearings, propellers - electrical plant - generating sets - valves - cargo-handling equipment - deck equipment - nautical instruments - steering gear - radar and communication equipment - maintenance supplies - life-saving equipment - fishing gear, etc.

Consumer Goods: household articles - earthenware, glass, china and crystalware - luxury metal and wooden articles, handicraft - gold- and silverware, jewellery - clocks - smokers' requisites - leather goods - baby articles - perfumery, cosmetics, toilet articles - gift articles, souvenirs, carnival goods - shop fittings, display and advertising material - electrical appliances, refrigerators, lighting goods - domestic heating and cooking apparatus - sanitary fittings - tools and installation materials.

For all information:

ROYAL NETHERLANDS INDUSTRIES FAIR

Foreign Department Utrecht — Netherlands

U.K. representation:
Exhibition Consultants Ltd.,
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London W. 1.

British Generating Equipment for Rihand Dam Hydro-Electric Scheme

ON JANUARY 7, the Prime Minister of India, at a ceremony attended by a distinguished gathering including the Chief Minister of Uttar Pradesh, the American Ambassador and the British High Commissioner, formally inaugurated one of the largest hydro-electric schemes in India – at Rihand in Uttar Pradesh, some 100 miles south of Benares. By pressing a button the Prime Minister commissioned the fifth generating set of the power plant. All five turbines and ancillary equipment, of a total capacity of 250,000 k.W., were supplied by the English Electric Company, following the contract which the British firm won in 1956. This order for power station equipment represented the major part of the foreign exchange cost of the scheme, Rs.2.9 crores (£2.1 million).

The scheme for harnessing the waters of the Rihand was first suggested in 1937 but implementation was delayed originally by the war and subsequently by the difficulty of finding finance, particularly the foreign exchange costs. These difficulties were resolved when the United States offered aid for the project. U.S. grants and loans have met 62 per cent. of the total cost of Rs.46 crores (£34½ million) including the foreign exchange element of Rs.2.9 crores required for the import of electrical generating and transmission equipment.

A Major Achievement

Outstanding as an engineering achievement, the Rihand Dam, over 3,000 ft. long and 300 ft. high, impounds waters which will form one of the largest artificial lakes in the world, 180 square miles in extent. Like all monsoon rivers, the Rihand is a famished stream with a bare sandy bed for most part of the year; but from June to October it is in flood and, until the building of the Dam, its waters regularly invaded the towns and villages of its own valley and added to the flood damage caused by the River Ganges. Continuous discharge from the Dam will now provide irrigation to some 500,000 acres of land in Bihar. Besides this, in eastern Uttar Pradesh, the Rihand generators will make power available to operate thousands of tubewells planned to feed a system of canals irrigating 2,500,000 acres of previously impoverished land. The area round Rihand is rich in mineral wealth lying unexploited for want of proper communications and power. With the completion of the hydro-electric scheme and its supporting network of communications, this region can look forward to rapid industrialization. Already at Churk, 50 miles north of the Dam site, there is the Government cement factory which supplied material for the Dam. Another major enterprise drawing power from the scheme is the Hindustan Aluminium Factory, based on local bauxite deposits, with a capacity of 20,000 tons of primary aluminium per annum. The projected opening of a new coalfield at nearby Singrauli will also support this growing industrial complex.

(A general view of the dam is the subject of the photograph on the front cover of this issue).

Strong United Kingdom Display at Brussels Motor Show

A Special Report from the British Embassy at Brussels

WHILE APPEALING directly to Belgian motorists, the Brussels Motor Show has a certain international interest by virtue of being the first of the year. The recent Show, which was the forty-second in the series, was open from January 16 to January 27 after being opened by H.R.H. Prince Albert.

Cycles, motor-cycles and their components and accessories were excluded by international agreement from the last Show in 1961. This year there was a full range of two-wheeled vehicles on display. As a result the Show occupied eight of the imposing Centennial Halls, compared with only four in 1961. Those who remember the Centennial Halls as the site of Belgium's 1958 Universal Exhibition can imagine the striking picture presented by the complex of halls surrounded by snow and bathed by the watery rays of a timid winter sun.

Strictly speaking Belgium has produced no cars of her own since the end of the war, although previously 'Imperia', 'F.N.' and 'Minerva' enjoyed renown. Nevertheless, the car industry now occupies an important place in the Belgian economy. During recent years several overseas manufacturers have set up assembly plants in Belgium. Indeed, almost all the leading manufacturers of popular models now have Belgian assembly plants, and of an estimated 143,000 cars sold here in 1962 it is calculated that over 80 per cent. were assembled locally.

Of the eight halls occupied by the Show most were devoted to commercial and two-wheeled vehicles. As is now customary, a large range of Ford vehicles, including 40 from Dagenham, was displayed in a separate hall.

United Kingdom representation was strong in all sectors other than scooters and bicycles. But in the latter category, while outnumbered by Belgian, Italian and French models, the various products of the Raleigh Industries' group provided an attractive and popular exhibit. Most of the leading British makes of cars, commercial vehicles and motor-cycles were displayed, and many British caravans were also to be seen. The British cars outnumbered those of any other nationality, and there was an impressive emphasis on sports models, which sell well in Belgium. New ground was broken in the commercial field by Armstrong Whitworth equipment, who displayed an AEC chassis – a lightweight aluminium alloy tanker.

It is now customary for most manufacturers to launch their new models either as and when they are ready or at one of the bigger international shows. Brussels normally has little new to offer, but several cars were on public display in Brussels for the first time. Two examples of the new Humber Sceptre attracted much attention as this was probably the most important Show release. The West German D.K.W. F.12 was also making its public début, while models on display in Brussels for the first time included the new Morris 1100 and the American Motor Corporation's Rambler. Arrangements have been completed for this car, a six-cylinder model, to be manufactured in Renault's Belgian factory, whence European markets will be supplied.

A significant event was the appearance of Japanese cars in Belgium for the first time. Two examples of the Prince Skyline were on display and were said to be part of an initial consignment of upwards of 100 cars which is being sent to Belgium. It is understood that plans are being made for this model to be assembled locally.

Owing to relatively low fuel prices (which will, however, now be largely offset by higher road tax) diesel-powered cars have enjoyed increasing popularity in Belgium in recent years. This trend was reflected at the recent Show, at which both Austin and Morris exhibited diesel-driven models. Mercedes-Benz and Peugeot provided the West German and French contributions in this sphere. Diesel cars attracted even greater interest following the announcement of a reduction in the price of the Moskvitch Scaldia, which is powered by a Perkins' diesel engine. On the other hand, the Rover Motor Co. announced that it had secured a contract to supply almost 1.500 diesel engines for Volga cars.

The Show attracted a total of some 500,000 visitors. British exhibitors generally expressed themselves well-satisfied with results. Indeed, the British Motor Industry as a whole has reason to be pleased with its improving sales performance in Belgium in 1962. Absolute sales figures were, at an estimated 15,500 cars, higher by about 3,000 units than in 1961, while Britain also obtained a larger share of the expanding market. Sales of British cars accounted for almost 11 per cent. of total sales in Belgium in 1962, compared with 9·1 per cent. in 1961. But it must be noted that these otherwise very encouraging figures are largely attributable to the outstanding sales performance of only three cars, and the rise of the sales curve is in general steady rather than sweeping.

Her Majesty's Ambassador, Sir John Nicholls, was the guest of honour at the traditional eve-of-show reception given by the President of the British Society of Motor Manufacturers and Traders Limited. The Ambassador also made an official visit to the Show on January 17, accompanied by members of his staff and of the Council of the British Chamber of Commerce, when he called on upwards of 30 stands displaying British products.

A Good Chance For Britain at the 1963 Izmir Fair

By Norman Covey, Secretary of the British Chamber of Commerce of Turkey

The interior of the new British Pavilion

THE BRITISH Chamber of Commerce of Turkey (Inc.) have commenced work on what is hoped will be the first comprehensive exhibit of British industrial products at the Izmir International Fair, to be held from August 20 to September 20, 1963. with the object of making this display worthy of Britain's industrial and commercial prestige. This objective will obviously not be reached without the full support of British industry as a whole; support which, since the war, has been sadly lacking with few exceptions. British industry now has at its disposal what has been described by the Fair Director himself as 'The finest pavilion in the Fair': in effect a first-class shop window to create the image of our choosing.

This extremely well situated building was completed in time for the 1962 Fair and the building with its attractive internal standfittings (both designed by Sir Hugh Casson, Neville Conder and Partners, London) created a big impression, although the overall picture still compared most unfavourably with the efforts of our competitors in this market of 27 million people.

Traditionally Britain is one of the three most important suppliers of Turkey's imports – and buyers of her exports. British exports to Turkey were valued at £24 million in 1961 (compared with only £8 million in 1958) but although Turkish buyers are generally conservative, Britain's competitors are gaining ground and are well aware that the Izmir International Fair is a unique annual opportunity to show Turkey what they can offer, and the lack of support for past British Pavilions has quite naturally been interpreted as a lack of British interest. Our share of the past and present market could have been far greater had United Kingdom manufacturers played a more energetic role in keeping their products before the Turkish consumer.

Turkey's first 5 Years' Development Plan will call for expenditure of some £550 million on capital equipment alone over the five years 1963-1967; thus there will soon be many new outlets for a variety of British machinery, vehicles, plant and equipment. Britain must be in the forefront of supply in this capital development. Beyond this immediate target rising living standards cannot indefinitely be retarded and when they move forward so also will the demand for consumer goods.

For some types of goods, special Fair import allocations are available which are designed to permit manufacturers to make an attractive display, these allocations are not intended as a supplement to routine import quotas although British exporters may be led to believe this. Quite apart, however, from such special allocations and import quotas, it is essential that the British Pavilion houses a display which is representative of British Industry *as a whole*.

To achieve this many manufacturers must take the long view of 'casting their bread upon the water' without any immediate sales results. Many consumer and other goods may not at present be imported but nevertheless in our opinion should be constantly displayed because when Turkey's foreign exchange situation enables restrictions to be removed, buyers will turn to those suppliers who have regularly shown their goods at Izmir.

The British Chamber of Commerce of Turkey (P.O.B. 190 – Galata, Istanbul) is therefore asking for substantially greater support in 1963 not only of those manufacturers whose products have an immediate market in Turkey, but of British industrialists of all classes, so that we may create once more a true image of British industrial strength and demonstrate our determination to sell to the Turkish market.

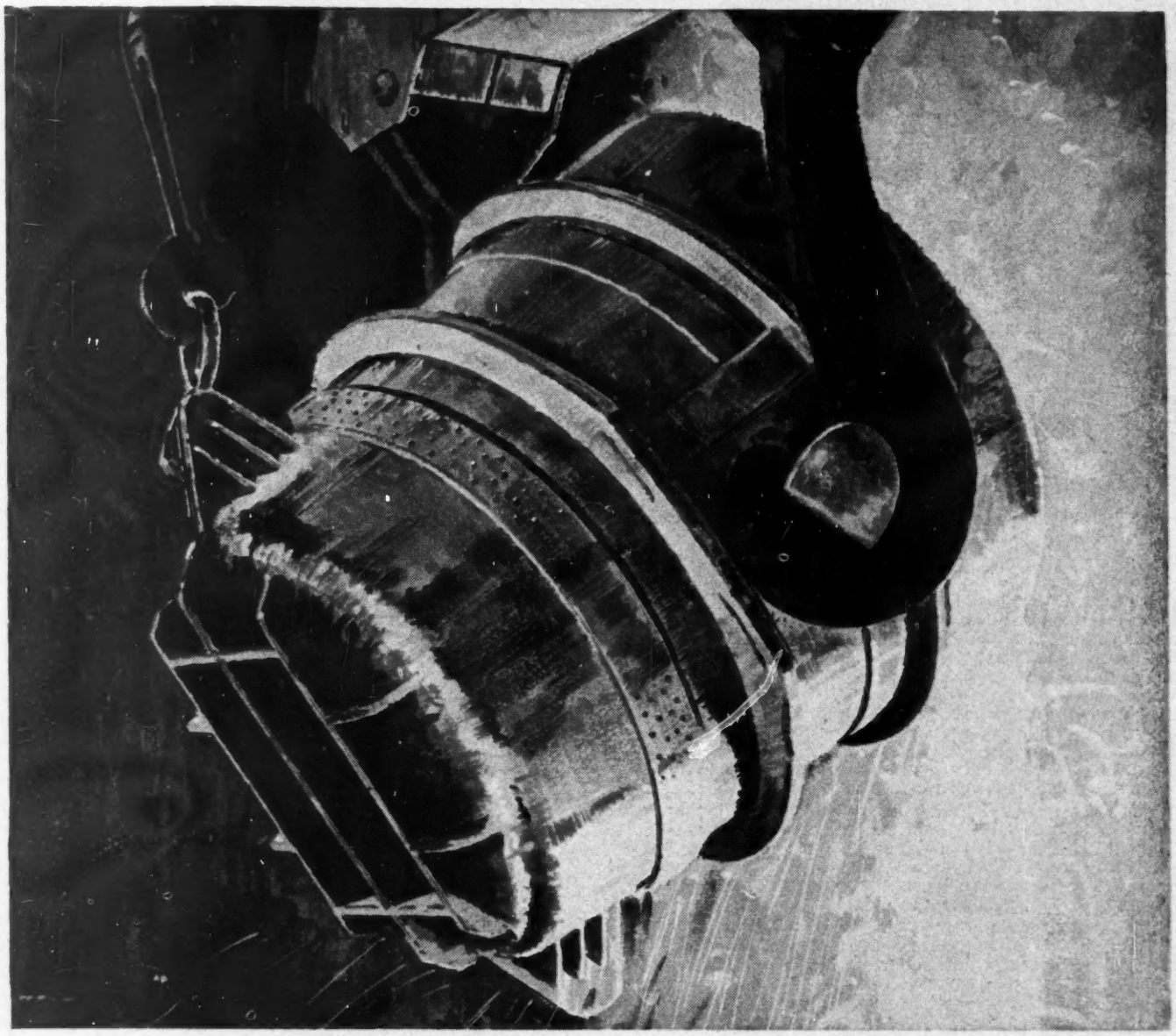
The Board of Trade and the British-Turkish business community of Turkey have provided the prestige show window in a new Pavilion but it is now clearly the responsibility of United Kingdom manufacturers to respond energetically in making our 1963 exhibit better than anything our competitors will show.

A Reminder to Exporters

The Board of Trade have received a complaint from an important American importer who has been greatly frustrated in trying to identify correspondence received from certain British exporters because, in many cases, the importers' references, order numbers, or the name of the person concerned, had not been quoted. Exporters are reminded that many overseas firms are large organizations with many divisions all of which could be in correspondence with this country. The omission of a reference can cause irritation, a waste of time, and additional correspondence. In order, therefore, to assist in fostering good relations with overseas importers, British exporters are urged to carry out this simple business practice conscientiously.

New Edition of Trade Fairs Guide

A fourth edition of the booklet 'Trade Fairs Help Exports—Hints For the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Reference: G.D. 1361/62.)



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Overseas Trade Section

Trade Prospects in Australia Today

By K. Wallis, Secretary of the Australian Association of British Manufacturers

WITHIN A VERY FEW WEEKS of taking up my present post last August, I had the good fortune to find myself on my way half across the world en route to Australia. Many years' service in another continent, Africa, had made me familiar with change of one kind or another and with what are usually called the wide open spaces, but two months in Australia where both these things are to be found in abundance were something new and exciting in my experience.

I came away with many impressions, not all of which were, or are yet, readily expressible, and some will undoubtedly keep impinging themselves on my thoughts for a long time to come. The outstanding ones, I think, were of the challenge that Australia offers in so many spheres, and of the intense, almost passionate pride of Australians in their country, and in being associated with a tempo of development, having regard to the fact that it is only about 170 years since Europeans first settled in Australia, that even in these times has few equals.

My major interest in this development was, of course, in trade and, in particular, in the prospects for the future of British exports to Australia. My task was made easier for me because I was able to call on the resources and experience of my Association which has worked for the development of British/Australian trade for over 50 years.

Through the Australian Association of British Manufacturers, I made contacts with businessmen, industrialists and civil servants throughout the Commonwealth, and so saw more perhaps than many visitors do of the country and the people. My travels took me only to the settled areas in the southern part of the continent for that is where economic activity is centred. When the population has doubled its present ten millions and other parts of the country can be opened up, who knows what achievements the next generations of Australians will attain.

Achievement and pride in it were amongst the most vital impressions I came away with, and one example I feel I must cite, because for me it seemed to epitomize the courage and ability of Australians to be undaunted by effort on the grand scale, is the Snowy Mountains Scheme. Much has been written of the Snowy Scheme; it is an engineering project of world stature. A deadline date of 1975 was fixed by the Australian Government when it gave authority for the project to go forward 12 years ago. The estimated cost is £A400 million. Seeing it through the eyes of the layman, I was fascinated by the bold, imaginative plan to turn rivers to right and to left through mountains, making the valleys on the other sides huge water storage areas for irrigation purposes in plain land where rainfall is scarce. The provision of eleven hydro electric stations seems almost incidental. It is typical that the scheme should already be three years ahead of schedule. So much for one memory that will stand out.

Britain's Trade

Australia has long been a substantial purchaser of British goods, and I was anxious to try and judge whether this position could not still be maintained. As I have suggested, it is not a country where time stands still, and in the spheres of trade and industry, exceptional progress has been made. Industrialization especially has accelerated since the war to a point where consumer goods sold in the stores and shops are now home produced to the extent of more than 90 per cent. of total volume of sales. British industry has contributed substantially to Australian industrialization – over 500 British subsidiaries are producing goods in Australia and nearly 60 per cent., equivalent to £A800 million, of post war overseas investment has come from Britain, compared with about 30 per cent. from the United States and Canada. These figures have been quoted before, but the outstanding contributions made by British industry to Australian industries is not harmed by repetition of such facts.

Australia, nevertheless, remains a considerable importer, and although the pattern of British exports to the country has changed considerably since the war, with an increasing proportion of capital and producer goods, Australia provided a market for British goods to the value of £A266 million in the twelve months ended June 30, 1962. Only the United States bought more from Britain. Australia used to be our largest customer, but increased competition has affected our share of imports. The figure given above for example, represented 30·1 per cent. of Australia's total imports bill of £A885 million in that year. Comparable figures for 1960/61 were £A341 million or 31·3 per cent. of £A1,088 million. (The higher volume in that year was mainly attributable to the effect of a relaxation of import restrictions in Australia in 1960.) In 1956/57, however, Britain supplied £A296 million worth of goods or 41·2 per cent. of £A719 million, and before the war, the proportion was higher still.

Increased competition has come from the United States and Japan, and also increasing European, particularly German, competition. Competition from Japan has improved that country's position in the Australian market from a share of 1·8 per cent. in 1956/57 to 5·6 per cent. in 1961/62, £A13 million to £A50 million. The United States' increase over the same period was 13·3 per cent. to 19·7 per cent., £A96 million to £A174 million, and Western Germany's 4·3 per cent. to 5·9 per cent., £A31 million to £A52 million.

I am sure that no-one would argue that a market for over £A250 million worth of goods is one that can be lightly ignored, regardless of competition, increased local manufacture and so forth. It must be remembered, too, that under the bilateral Trade Agreement concluded in 1957, British manufacturers enjoy a preference, and notwithstanding what may happen in the future, this confers a distinct advantage on British manufacturers. They also retain valuable rights of access to the Australian Tariff Board and to a

(*Continued on next page*)

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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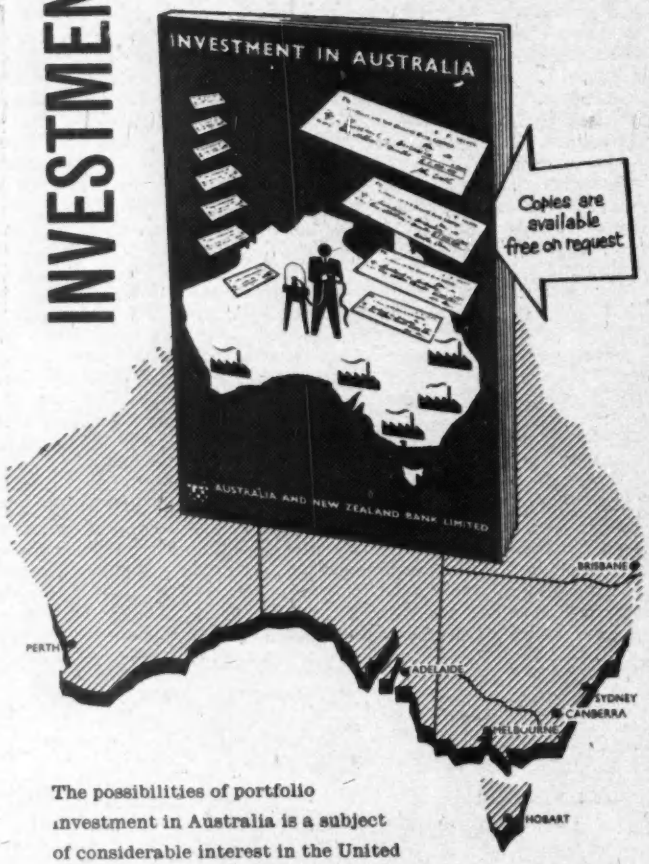
INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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Trade Prospects in Australia (*Continued*)

level of duty which will give them 'full opportunity of reasonable competition with Australian manufacturers'. These provisions assist British manufacturers but, as the figures show, intensive competition has resulted in a fall of British exports to Australia.

When considering competition one must also look at the other elements, apart from price, that go to make it up. The Australian importer, no less than his counterpart, in other countries, will not tolerate broken delivery promises, neglect of correspondence, indifferent after-sales service and spares arrangements, etc., and attention to these vital aspects of customer requirements is essential in Britain's efforts to increase her exports to Australia. The very distance of Australia from Britain emphasizes the need for principals and agents to keep in the closest possible touch with each other. There used to be criticism in Australia that agents never, or rarely, saw their principals. A real improvement seems to have taken place in this aspect, but the benefits of increasing still further the flow of visitors between Britain and Australia cannot be over emphasized.

I am confident that there is an awareness in Britain of the importance of the Australian market regardless of the difficulties that have to be faced. Australia, as her import bill shows, is still a large importer of many kinds of goods, and an analysis shows that prominent among them are machinery, road vehicles and aircraft, chemicals, medicines, fertilizers and scientific instruments. It cannot be suggested that British manufacturers are strangers to these diverse fields of activity and they are, in fact, the leaders in marketing most of those products in Australia at the present time. In another sphere, Australia has one of the highest consumptions per head of floor coverings in the world and the retail market value of imported and local products is about £A50 million. Despite increased local production British products have always been popular, and it is important to retain our high place in a market that must go on increasing in a country where the total number of dwellings is estimated to increase at an annual rate of over 80,000. That the significance of this is not lost on British manufacturers is reflected in the decision of the British carpet industry to take up the largest single stand area in the British Pavilion at the Melbourne International Trade Fair this month. Interest and enterprise will assuredly find more outlets for British goods in Australia.

Speculation has been rife in recent months about the future of Britain's trade with the Commonwealth if the application to join the EEC succeeded, and when I was in Australia it had about reached its peak. I was not surprised to encounter some vocal criticism but there was also much appreciation of the reasons that had prompted Britain to apply for entry. Now, as the world knows, an end has been put to speculation. Despite the outcome, the expectation must still be that, in the future, we shall have to face conditions of heavier competition in selling our goods to the Australian market, and we must act positively to dispel the belief on the part of many Australians, intensified during the long drawn-out discussions on the Common Market, that Britain is relinquishing her position as a competitive source of imports. A responsibility rests on British industry to correct this false impression and every opportunity must be sought of showing that Britain, so far from being a spent force,

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perhaps indifferent to her older markets, is a source of goods to which Australia can look with confidence.

Trade Promotion

A determined effort to meet the needs of the customer, to provide good quality and service will be needed if the British exporter is to meet competition from other overseas suppliers who are making strenuous efforts to increase their sales to the Australian market. Opportunities to match up to the competition are being contrived by the organization by the British Government and British industry of an export promotion campaign in Australia in 1963 and 1964. The offensive, if it might be so described, opens on February 27 with the Melbourne International Trade Fair where the Board of Trade has taken the whole of a new hall which has been built adjoining the Melbourne Exhibition Building where the Fair is being held. British industry has co-operated in achieving an impressive exhibit which, it is confidently anticipated, will be the outstanding national exhibit of the Fair.

The next steps are to hold British Weeks, under the aegis of the British Trade Commissioners, in Adelaide from September 16 to 21, 1963, Hobart from March 5 to 13, 1964, Brisbane from April 12 to 18, 1964, and Perth from May 18 to 23, 1964. Arrangements for the British Week in Adelaide were proceeding well when I was there in October, and the Trade Commissioner reported an encouraging response from local stores to put on displays of British goods.

The culmination of these promotions will be the British Exhibition at Sydney to be held from September 25 to October 10, 1964, and a British Fortnight will be organized in Sydney at the same time. This project is being organized by British Overseas Fairs Ltd., who, it will be recalled, arranged the highly successful British Exhibition in Stockholm early last year. The exhibition in Sydney, which is being designed to carry its influence on an Australia-wide basis, will be the biggest overseas exhibition that Britain has ever staged, and like the other promotions mentioned in this article, it has the full backing of H.M. Government. British Overseas Fairs are expected to furnish fuller details of this ambitious promotion in the near future.

The Australian Association of British Manufacturers

In all these promotions the Australian Association of British Manufacturers will have a part to play as a partner with the Board of Trade and British Overseas Fairs Ltd., in the arrangements leading up to them, and as a principal in the essential follow-up.

The Association is accepted as the representative organization in Australia of British manufacturing interests; it has the backing of Her Majesty's Government in Britain, and is widely known and respected by the Commonwealth and State Governments in Australia, and has built up over the years a highly specialized department capable of providing its members with authentic, up-to-the-minute detailed information, advice and practical assistance in respect to the tariff problems they encounter. Although much of its effort in past years has been concentrated on assisting British manufacturers in opposing applications by Australian industry for tariff protection, the Association has assisted its members in appointing agents, in furnishing market reports and statistics, and in a variety of ways in matters of Customs administration. It has for many years had the important task of representing the Federation of British Industries in Australia. Recognition of its work by H.M. Government and the consequent award of a grant-in-aid has enabled the Association to strengthen its staff in Australia not only in the increasingly important tariff side of its work, but also by the appointment of a Promotion Officer. He will assume charge of the Association's activity in the promotion programme scheduled for the next two years, and an added responsibility will be to examine ways and means of giving further prominence to the valuable work that the Association continues to carry out for British industry.

The A.A.B.M. is keen to strengthen its membership from industry, and with the changing pattern of British exports to Australia it is believed that there are many firms who would benefit from membership. I should be very pleased to answer inquiries from such firms and, where possible, pay them a visit. A booklet outlining the Association's activities is obtainable from me at the Association's London office at Leicester Square Chambers, 42 Leicester Square, London, W.C.2.

With AUSTRALIA in view . .

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Facts and figures on Trade and Commerce in Australia are available from the Manager at 55 Gracechurch Street, London, EC3.

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Trade and Financial Arrangements

British Loan for Nigeria

VISCOUNT HEAD, the British High Commissioner in Nigeria, and Chief the Hon. F. S. Okotie-Eboh, Federal Minister of Finance signed in Lagos on January 23 a formal agreement by which £10 million is to be lent by Britain for Nigerian development.

The money will be spent on British goods and services needed for capital projects arising in the first two years of Nigeria's Six-Year Development Plan (1962/68). It brings British aid to Nigeria since Independence to a total of some £31¼ million in gifts and loans.

This loan was referred to in the article by the British Trade Commission on the Nigerian National Development Plan which appeared in the *Board of Trade Journal* on July 13, 1962 (page 57). The article gave an outline of the Plan including the major projects and drew attention to the opportunities for British exporters which were presented.

Republic of Niger and Tunisia

THE JOURNAL OFFICIEL of the Republic of Niger dated July 1, 1962, published details of a trade agreement signed in Tunis on April 3, 1962, between Niger and Tunisia.

Among the Tunisian products to be exported to Niger under the agreement are citrus and other fresh fruits, cereals, olive and other oils, fruit juices and preserves, phosphates and their by-products, lead and lead articles, textiles, soaps and detergents.

Exports from Niger to Tunisia will include groundnuts, cotton, cereals, gum arabic, skins and hides, and henna.

The agreement, which took effect three months from the date of signing has a duration of three years, and will be renewed annually by agreement. The French text of this announcement may be seen at the Export Services Branch, Board of Trade, Room E38, Hillgate House, 35, Old Bailey, London, E.C.4.

Denmark and Poland

A PROTOCOL relating to trade between Denmark and Poland for the period January 1, 1963, to December 31, 1965, supplementary to that agreed on April 3, 1962 (see *Board of Trade Journal*, May 18, 1962, page 1082), was signed in Copenhagen on November 23, 1962.

Provision is made for Denmark to increase her imports of Polish coal and her freight earnings from shipping and for Poland to import more fishmeal, hides, measuring instruments and apparatus, ships' equipment, machine tools, cables and building machinery from Denmark.

Inquiries relating to this Notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 457).

Italy and Hungary

THE TRADE AGREEMENT between Italy and Hungary signed in Budapest on July 18, 1961, has been extended for a further year, together with the annexed protocol of goods to be exchanged.

Imports of butter and of beef are subject to special negotiations.

Additional import quotas from Hungary have been opened for window glass; steel sheets, tubes and sections; and hemp and hemp tow. Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section) Board of Trade, Room E 45, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 457) under reference C.R.E. 3510/56.

Pakistan and China

A TRADE AGREEMENT between the Government of Pakistan and the Chinese People's Republic was signed in Karachi on January 5. The text of the agreement has not yet been published.

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.09, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 420), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

AUSTRALIA

Pumping Plant for Snowy Mountains Hydro-Electric Authority. (Advance Information.) Apply by March 1. E.S.B. 3123/63.
Sewerage Plant for Redcliffe City Council. March 5. E.S.B. 3714/63.

BURMA

Industrial Development Corporation:
Steel Scrap. February 22. E.S.B. 3118/63.*
Wire Mesh Making Machine. February 18. E.S.B. 3115/63.*

The Electricity Supply Board:
Meters. February 27. E.S.B. 3197/63.*
Transformers. March 11. E.S.B. 3126/63.*
Underground Cables and Accessories. March 15. E.S.B. 3196/63.*

Civil Stores Committee:
Rope. February 25. E.S.B. 3718/63.*
Brooms. February 26. E.S.B. 3186/63.*
Fire Clay. February 26. E.S.B. 3719/63.*
Canvas Hose. February 26. E.S.B. 3114/63.*
Glass. February 20. E.S.B. 2797/63.*
Mirrors. February 18. E.S.B. 2754/63.*
Glass. February 19. E.S.B. 2753/63.*
Voltmeters and Ammeters. February 25. E.S.B. 4077/63.*
Weighing Machines. February 21. E.S.B. 3125/63.*
Brushes. February 26. E.S.B. 3119/63.*

CANADA

Switchgear for Manitoba Hydro. February 21. E.S.B. 3185/63.*
Land Development Scheme for City Council, Saint John, N.B. March 31. E.S.B. 3101/63.

CEYLON

Colombo Port Commission:
Hopper Barges. (Further Information.) Tender documents now available. E.S.B. 1922/63.*
Lorries. March 20. E.S.B. 4025/63.*
Welding Transformer. February 28. E.S.B. 3200/63.
Cigar Making Machinery for Ministry of Industries, Home and Cultural Affairs. April 18. E.S.B. 4028/63.*

Ministry of Agriculture, Land, Irrigation and Power:
Coal Tar Creosote. March 12. E.S.B. 4027/63.*
Insulators. March 26. E.S.B. 4026/63.
Teak Troughing and Casing. March 19. E.S.B. 3199/63.

CYPRUS

Kibbling Machines for Limassol Co-operative Carab Marketing Union Ltd. February 28. E.S.B. 3120/63.

EGYPT

Pipline Erection for Campagnie Orientale des Pétroles d'Egypte. February 28. E.S.B. 2798/63.*
Pumping Station; Transformer Stations for Egyptian Desert Development Organisation. (Further Information.) Closing date postponed to March 2. E.S.B. 30957/62.
Pumping Stations for Organization for Land Development. (Further Information.) Closing date postponed to March 2. E.S.B. 39176/62.

Five Year Plan Organization:
Refrigeration Plant. (Further Information.) Closing date postponed to March 5. E.S.B. 19737/62.
Soda Ash Plant. (Further Information.) Closing date postponed to March 23. E.S.B. 26520/62.*

FORMOSA

Central Trust of China:
Laboratory Equipment. March 5. E.S.B. 3182/63.*
Tobacco Machinery and Equipment. February 18. E.S.B. 3111/63.*

FRANCE

Typewriters for NATO, Paris. March 1. E.S.B. 4029/63.*

SHAPE, Paris:
Motor Vehicles. March 5. E.S.B. 2757/63.*
Tyres; Tubes. February 22. E.S.B. 3181/63.*

INDIA

Fork Lift Trucks for Madras Port Trust. March 19. E.S.B. 3142/63.*
Electrical Testing Instruments for Madras State Electricity Board. February 23. E.S.B. 3704/63.*
Asbestos Gaskets for Fertilizer Corporation of India Ltd. March 18. E.S.B. 3715/63.*
Construction of Concrete Dam and Underground Power House for Tons Civil Construction Circle. May 27. E.S.B. 1940/63.
Erection of Cooling Towers for Maharashtra State Electricity Board. March 11. E.S.B. 3937/63.

Atomic Energy Establishment, Trombay:
Ultrasonics Cleaning System. March 8. E.S.B. 2759/63.
Micrometers. March 5. E.S.B. 2758/63.

Director General of Supplies and Disposals:
Pumping Sets. March 28. E.S.B. 4013/63.*
Switchgear. March 5. E.S.B. 4014/63*.

Indian Rare Earths Ltd.:
Electrical Equipment. March 4. E.S.B. 4010/63.
Machine Tools. March 13. E.S.B. 4008/63.

National Coal Development Corporation Ltd.:
Sand Gathering Plant. March 28. E.S.B. 4021/63.*
Wagon Tipper. March 15. E.S.B. 4019/63.*
Hydraulic Press. February 23. E.S.B. 4020/63.*

Singareni Collieries Co. Ltd.:
Drill Rods. March 11. E.S.B. 3150/63.*
Switchgear. March 7. E.S.B. 3149/63.*
Pumping Sets. March 14. E.S.B. 3151/63.*

Punjab State Electricity Board:
Meters. March 20. E.S.B. 3763/63.
Accessories for Conductor. April 16. E.S.B. 3771/63.
A.C.S.R. Conductor; Aluminium Wire. April 2. E.S.B. 3770/63.
Cable: March 20. E.S.B. 3764/63.
Conductor. June 3. E.S.B. 3766/63.
Accessories for Conductor. June 18. E.S.B. 3769/63.
Conductor. May 4. E.S.B. 3765/63.
Accessories for Conductor. May 18. E.S.B. 3768/63.

IRAN

Vessels for Ports and Navigation Organization. March 11. E.S.B. 3137/63.*

Iranian State Railways:
Forming Machine. March 16. E.S.B. 4017/63.*
Lump Carbide. March 14. E.S.B. 4012/63.*

(*Continued on next page*)

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Information for U.K. Exporters (*Continued*)

Distribution Office of Army Communication:
Telephone Exchange Equipment. March 4. E.S.B. 3132/63.
Telephone-Wire. February 18. E.S.B. 3131/63.*
Galvanised Wire. February 25. E.S.B. 3136/63.*
Transmitter/Receiver Sets. February 28. E.S.B. 3135/63.*
Teleprinters. February 27. E.S.B. 3134/63.*
Rectifiers. February 19. Tender documents (in German) available. E.S.B. 3130/63.*
Megaphones. February 20. Tender documents (in German) available. E.S.B. 3129/63.*

IRAQ

Dry Batteries for Ministry of Defence. February 20. E.S.B. 3144/63.
Concrete Crushing Machine for Amanat Aliasima. March 5. E.S.B. 4062/63.
Cleaning Materials for Iraqi Ports Administration. February 21. E.S.B. 4061/63.
Dental Instruments for Ministry of Health. (Further Information.) E.S.B. 1294/63.*

Central Foreign Purchasing Board:
Drugs. (Further Information.) E.S.B. 1965/63.*
Telephone Equipment. (Further Information.) E.S.B. 1291/63.*

Government Oil Refineries Administration:
Lubricants. February 23. E.S.B. 3145/63.
Metals. (Further Information.) Tender documents now available. E.S.B. 1298/63.

Ministry of Communications:
Laboratory Tools and Equipment. March 9. E.S.B. 4060/63.
Road Construction. February 23. E.S.B. 3140/63.

IRISH REPUBLIC

Pump and Chlorination Plant for Kilkenny County Council. February 23. E.S.B. 3791/63.

JAPAN

Construction of Expressway for Nihon Doro Kodan. (Further Information.) E.S.B. 697/62.*

KENYA

City Council of Nairobi:
Electric Cable. March 4. E.S.B. 3116/63.*
Paper. March 4. E.S.B. 2752/63.*

KUWAIT

Equipment and Materials for Technical Education for the Ministry of Education. March 4. E.S.B. 4033/63.
Timber for Kuwait Oil Co. Ltd. (Further Information.) Closing date now March 3. E.S.B. 2768/63.

Ministry of Public Health:
Chemicals. March 2. E.S.B. 3793/63.
Ointment. March 2. E.S.B. 3795/63.
Medical Supplies. March 9. E.S.B. 3774/63.
Pharmaceuticals. March 9. E.S.B. 3776/63.
Tablets-Medical. March 16. E.S.B. 3794/63.
Surgical Dressings. March 16. E.S.B. 3775/63.

MALAYA

Public Works Department:
Dust Suppression Unit. March 1. E.S.B. 4005/63.
Pumps; Flow Recording and Chlorination Equipment. February 20. E.S.B. 4006/63.

NEW ZEALAND

Transformer Bank for Electricity Department, Wellington. April 23. E.S.B. 3789/63.*

NIGERIA

Electricity Corporation of Nigeria:
Reinforcement Substation Plant. March 21. E.S.B. 3792/63.*
Remote Control Equipment. (Further Information.) Further details of the Contract are now available. E.S.B. 3106/63.*

PAKISTAN

Construction Project for Karachi Port Trust. March 25. E.S.B. 3168/63.

East Pakistan Railway Board:
Lathes and Grinding and Quartering Machine. March 14. E.S.B. 2703/63.*
Pumps; Air Compressor; Welding Set; Road Roller; Track Recorder; Rail Cutting Machines. March 14. E.S.B. 2702/63.*
Boilers. March 14. E.S.B. 2704/63.*
Telephone Switchboard. March 4. E.S.B. 2701/63.*
Telephone Equipment. March 14. E.S.B. 2400/63.*

PHILIPPINES

Construction of Electrical Power Plant for National Power Corporation, Manila. (Advance Information.) E.S.B. 3169/63.*

PORTUGUESE EAST AFRICA

Steel Wire Rope for Ports, Railways and Transport Dept. February 26. E.S.B. 4016/63.

RHODESIA AND NYASALAND

Federal Tender Board:
Water for Injections. February 22. E.S.B. 4004/63.*
Kanamycin Sulphate Injections. February 22. E.S.B. 4003/63.*

SINGAPORE

Asphalt Processing Plant for Public Works Department. (Further Information.) E.S.B. 3105/63.*
Anti-Biotics and Biologicals for the Ministry of Health. February 28. E.S.B. 4011/63.*

Singapore City Council:
Transformers. March 5. E.S.B. 4002/63.
Switchgear. March 5. E.S.B. 4052/63.

SOUTH AFRICA

Transmitting Stations for S.A. Broadcasting Corporation. February 18. E.S.B. 3703/63.

State Tender Board:
Electric Motors. February 25. E.S.B. 4046/63.*
Kiln Trucks. February 22. E.S.B. 4040/63.*

Transvaal Provincial Tender Board:
Medical Instruments. March 8. E.S.B. 4038/63.*
Gastroscope. March 8. E.S.B. 4039/63.*

South African Railways:
Communication Equipment. (Further Information.) Closing date postponed to February 22. E.S.B. 1266/63.
Crankpin; Quartering and Re-Turning Machine. February 22. E.S.B. 3779/63.*
Hydraulic Press. March 1. E.S.B. 3778/63.*

Cape Provincial Administration:
Crawler Tractors. February 22. E.S.B. 3189/63.*
Tapestry Canvas; Embroidery Cotton; Needles; Scissors. February 26. E.S.B. 3177/63.*
Book Binding Cloth; Art Canvas. February 26. E.S.B. 3178/63.*
Hand Tools. March 1. E.S.B. 3179/63.*
Bookbinding Equipment. March 1. E.S.B. 3180/63.*

SOUTH VIETNAM

Central Purchasing Authority:
Electrical Parts. March 6. Tender documents (partly in French) available. E.S.B. 3798/63.*
Drawing Instruments. March 6. Specification in French available. E.S.B. 3799/63.*
Optical Material. February 27. E.S.B. 3788/63.*

SPAIN

Mechanical Sweeper for Direccion General de Puertos y Senales Maritimas. February 25. E.S.B. 4032/63.

Ministry of Public Works:
Purifying Station. March 11. E.S.B. 4031/63.
Expansion of Bilbao Port. (Advance Information.) E.S.B. 4055/63.
Constructional Project. July 20. E.S.B. 3176/63.
Fork Lift Trucks. March 15. E.S.B. 3712/63.

Ministerio de Obras Publicas:
Mechanical Sweepers. March 12. E.S.B. 3163/63.
Reservoir In-Take and Drainage. April 15. E.S.B. 4047/63.

SUDAN

Cotton Picking Machinery for Department of Agriculture. March 3. E.S.B. 3750/63.*

Department of Posts and Telegraphs:
Tubular Mast. February 21. E.S.B. 3752/63.*
Telephone Exchanges. February 23. E.S.B. 3753/63.*

Sudan Railways:
Air Conditioning Units. February 28. E.S.B. 3751/63.*
Vulcanising Equipment. March 7. E.S.B. 3754/63.

Ministry of Mineral Resources:
Binoculars. March 12. E.S.B. 3761/63 D.L.F.
Photographic Paper. March 12. E.S.B. 3760/63 D.L.F.*
Photographic Printer. March 12. E.S.B. 3759/63 D.L.F.*

THAILAND

Transformers; Reactors. Department of Transport. March 4. E.S.B. 3724/63.*
Insulator and Pin for Metropolitan Electricity Authority, Thailand. March 6. E.S.B. 3740/63/D.L.F.*

State Railways of Thailand:
Bolts and Nuts. February 19. E.S.B. 3746/63.
Corrosion Resisting Steel. February 20. E.S.B. 3741/63.
Round Mild Steel. February 26. E.S.B. 3728/63.
Rail Brake Plate. February 19. E.S.B. 3743/63.
Vacuum Hose Pipe Coupling. February 20. E.S.B. 3744/63.
Switches; Terminals; Cable. March 4. E.S.B. 3745/63.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:
Underground Cable. March 1. E.S.B. 3192/63.*
Cable Joints. March 1. E.S.B. 3194/63.*
Cable Joints. March 1. E.S.B. 3193/63.*
Cable Joints. March 1. E.S.B. 3195/63.*

TUNISIA

Pipes and Fittings. Secretariat d'Etat a l'Agriculture. March 8. E.S.B. 3107/63.*
Textile Machinery for l'Office National du Textile. March 1. E.S.B. 3705/63.*

TURKEY

Fuel-Oil Burning Installation at Sugar Factories for Turkiye Seker Fabrikalari A.S. February 20. Tender documents in German available. E.S.B. 3781/63.*

UNITED STATES OF AMERICA

U.S. Corps of Engineers:
Disconnect Switches and Insulators. (Further Information.) Tender documents now available. E.S.B. 2335/63.*
Substation Equipment. March 5. E.S.B. 3175/63.

URUGUAY

Microfilm Equipment and Accessories for El Banco de la Republica Oriental Del Uruguay. March 4. E.S.B. 3154/63.*

Administracion De Ferrocarriles Del Estado:
Rail Polishing Units. March 11. E.S.B. 3158/63.*
Wheels and Spares. March 11. Tender documents in Spanish available. E.S.B. 3159/63.*

La Administracion General de Las Usinas Electricas y Los Telefonos Del Estado:
Pure Tin and Soldering Paste. March 15. E.S.B. 3156/63.*
Impedance Matching Units. March 22. E.S.B. 3157/63.*
80 MW Thermoelectrical Unit. June 11. E.S.B. 3161/63.*
Equipment for Analysis for Automatic Telephone Services. April 23. E.S.B. 3155/63.*

Agency and Export Opportunities, Market Surveys, Etc.

Full details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Abu Dhabi
Economic report for 1962. (C.R.E. 5867/G.)

Argentina
Economic report – October-December 1962. (C.R.E. 4850/61.)

Australia
Agency inquiry for scissors. (E.S.B. 3398/63.)
Inquiry for machinery for ceramics. (E.S.B. 38692/62.)
Inquiry for paint brushes. (E.S.B. 2963/63.)
Reference to the Special Advisory Authority. (C.R.E. 539/63.)

Bahrain
Inquiry for electric light fittings. (E.S.B. 3201/63.)

Brazil
Market report on books, newspapers, magazines and periodicals. (E.S.B. 38759/62.)

Burma
Inquiry for medical equipment. (E.S.B. 3871/63.)

Canada
Agency inquiry for dental equipment. (E.S.B. 2506/63.)
Agency inquiry for pumps. (E.S.B. 3888/63.)
Agency inquiry for wrapping and packaging machinery. (E.S.B. 3354/63.)
Agency inquiry for veterinary supplies. (E.S.B. 3309/63.)
Inquiry for plywood. (E.S.B. 3844/63.)
Inquiry for consumer goods; engineering products; hardware. (E.S.B. 3277/63.)
Inquiry for weighing machines. (E.S.B. 3632/63.)

Chile
Agency inquiry for drilling equipment. (E.S.B. 3878/63.)
Economic report – October-December 1962. (C.R.E. 1133/62.)

China (The People's Republic of)/Ceylon
Trade Agreement. (C.R.E. 4558/G.)

Congo Republic
Economic report, December 1962. (C.R.E. 3476/G.)

Ecuador
Inquiry for abattoir plant and equipment. (E.S.B. 3428/63.)

Finland
Agency inquiry for power tools. (E.S.B. 2889/63.)
Agency inquiry for fire-fighting equipment. (E.S.B. 3381/63.)
Agency inquiry for acid proof bricks and tiles. (E.S.B. 3474/63.)

France
Agency inquiry for giftware; works of art. (E.S.B. 3419/63.)
Agency inquiry for gloves. (E.S.B. 3442/63.)
Inquiry for toys. (E.S.B. 3946/63.)
Inquiry for school supplies and equipment. (E.S.B. 38790/62.)
Inquiry for cutlery and gift items; lawn mowers; stainless ware, silver gift articles. (E.S.B. 3436/63.)

France/Czechoslovakia
Trade Agreement. (C.R.E. 6208/G.)

Germany (Federal Republic of)
Agency inquiry for furniture. (E.S.B. 37063/62.)
Agency inquiry for rolling mill products. (E.S.B. 2946/63.)
Establishment of British retail shops. (E.S.B. 2611/63.)
Market report on cutlery and flatware. (E.S.B. 35777/62.)
Economic report, January 21-27, 1963. (C.R.E. 1479/G.)
Import committee publication – January 19, 1963 – salted herring (C.R.E. 158/62.)

Ghana
Agency inquiry for domestic electrical equipment. (E.S.B. 3205/63.)

Greece
Economic report, December 1962. (C.R.E. 4828/G.)

Iceland
Economic report – October-December 1962. (C.R.E. 4735/62.)

Indonesia
Economic report, November 1962. (C.R.E. 2799/62.)

Iran
Agency inquiry for woollen and rayon textiles. (E.S.B. 1841/63.)

Irish Republic
Inquiry for iron and steel. (E.S.B. 3522/63.)

Israel
Agency inquiry for electronic equipment; radios and television; pharmaceuticals; office machinery. (E.S.B. 37769/62.)

Italy
Agency inquiry for knitting machines; hosiery machinery. (E.S.B. 3493/63.)
Agency inquiry for marine life-saving equipment. (E.S.B. 3373/63.)
Agency inquiry for whisky. (E.S.B. 3267/63.)
Inquiry for laboratory equipment. (E.S.B. 3263/63.)

Italy/Hungary
Trade Agreement. (C.R.E. 3510/56.)

Lebanon
Economic report – October-December 1962. (C.R.E. 4574/62.)

Mexico
Economic report, October-December 1962. (C.R.E. 2223/2/G.)

Morocco
Inquiry for conveyor belts. (E.S.B. 3422/63.)

Muscat and Oman
Economic report, October-December 1962. (C.R.E. 4823/G.)

Netherlands
Inquiry for machinery for paper and textile industries. (E.S.B. 3631/63.)

New Zealand
Agency inquiry for knitted woollen piece-goods. (E.S.B. 3226/63.)
Market report on parking meters; ticket issuing machines and certain coin in the slot mechanisms. (E.S.B. 39390/62.)

Pakistan
Inquiry for machinery and plant; electrodes (E.S.B. 37297/62.)

Peru
Economic report, December 1962. (C.R.E. 1823/62.)

Philippines
Economic report, December 1962. (C.R.E. 594/62.)

Portuguese East Africa (Mozambique)
Economic report – October-December 1962. (C.R.E. 4282/G.)

Qatar
Economic report, October-December 1962. (C.R.E. 4616/G.)

Singapore
Agency inquiry for fuel additives; outboard motors. (E.S.B. 1486/63.)

South Africa
Agency inquiry for bedding and upholstery; furniture and fittings; machinery for mattress manufacture. (E.S.B. 3325/63.)

Spain
Inquiry for foundry machinery. (E.S.B. 3443/63.)

Sudan
Inquiry for machinery for coffee processing. (E.S.B. 3817/63.)
Purchases by government departments. (E.S.B. 3657/63.)

Sweden
Inquiry for plastics raw materials. (E.S.B. 2986/63.)

Switzerland
Agency inquiry for knitwear. (E.S.B. 3347/63.)
Agency inquiry for carpets; clothing; piece-goods. (E.S.B. 3970/63.)
Agency inquiry for leather; textiles. (E.S.B. 3912/63.)
Market report on furniture and mattresses (E.S.B. 35625/62.)

Syria
Inquiry in respect of factory projects; machinery and plant – further information (E.S.B. 33930/62.)
Inquiry for pharmaceutical preparations. (E.S.B. 3376/63.)

The Trucial States
Economic report, October-December 1962. (C.R.E. 4664/G2.)

Turkey
Inquiry in respect of mill project. (E.S.B. 2942/63.)

United States of America
Agency inquiry for linen napery; soap. (E.S.B. 3215/63.)
Inquiry for theatre seating. (E.S.B. 2945/63.)
Inquiry for sports car accessories and parts. (E.S.B. 3872/63.)
Inquiry for gift ware; house wares. (E.S.B. 1317/63.)
Inquiry for toys. (E.S.B. 3098/63.)
Inquiry for machine tools; plastics injection moulds. (E.S.B. 3097/63.)
Inquiry for canary seed. (E.S.B. 3252/63.)
Inquiry for premium gift goods. (E.S.B. 3439/63.)
Manufacture under licence – corrugated containers. (E.S.B. 2592/63.)
Trade shows in Los Angeles area, to be visited by an officer of the British Consulate-General, Los Angeles. (E.S.B. 3048/63.)

Uruguay
Inquiry in respect of food manufacturing industry – capital investment. (E.S.B. 38173/62.)

Various Countries
United Nations Special Fund. (G.D. 176/63.)

Venezuela
Economic report – October-December 1962. (C.R.E. 2475/2G.)

Yugoslavia
Economic report for 1962. (C.R.E. 6002/G.)

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CEYLON

Import Trade Control

THE FOLLOWING announcements are contained in Import Trade Control Notice No. 7, issued by the Ceylon Controller of Imports and Exports and published in the Ceylon Government *Gazette Extraordinary* of January 11, 1963.

1. The final date for the receipt of applications for the registration of importers was extended to January 31, 1963.

2. Schemes for the registration of 'actual user-importers' and 'new comers' will be announced in due course.

3. From a date to be specified shortly only 'registered importers' will be able to import goods under the O.G.L. Scheme.

4. The conditions for the registration of importers will be set out in an Import Control notification in due course. Under the proposed arrangements:

(a) registration will be renewable once a year;

(b) production of an Income Tax Clearance certificate will be a condition of registration;

(c) a breach of the rules and regulations relating to Import Control, Exchange Control or Customs will be a disqualification under the Registration scheme.

5. The final date for the receipt of the declarations required by Import Control Notice No. 58/62 was extended to January 31, 1963. These declarations were to be furnished by importers to the Controller of Imports and Exports in order to qualify for an advance quota against their 1963 allocations for specified quota items. The quota items are listed below (I.T.C.N. No. 7 contains the estimate that by the end of February, 1963 import licences to the value of over Rs. 200 million (£15 million) will be released as advance allocations in respect of these goods.)

6. As from February 1, 1963 applications under the special scheme for essential imports described in Trade Notice No. 3 (details of which were published in the *Board of Trade Journal* of November 30, 1962, page 1135) would be considered on the basis of declarations furnished in response to I.C.N 58/62 (see para. 5 above). I.T.C.N. No. 7 advises importers to comply immediately with the requirements of I.C.N. 58/62.

QUOTA ITEMS

1. Alcoholic Beverages – (112)
2. Wood and lumber – (242) excluding wood manufacturers.
3. Inorganic chemicals – (511)
4. Organic chemicals – (512)
5. Mineral tar and crude chemicals from coal, petroleum and natural gas – (521)
6. Synthetic Plastic materials in primary forms – (599)
7. Insecticides, fungicides, disinfectants and similar preparations – (599)
8. Miscellaneous chemical materials and products – (599)
9. Coal tar, dye stuffs and natural Indigo – (531)
10. Distempers and colouring materials, other than of coal tar origin – (533)
11. Printers Ink – (533)
12. Prepared paints, enamels, lacquers, varnishes, painters colours and artists' colours – (533)
13. Tea and other chests including fittings (other than metal) and plywood – (632)
14. Newsprint – (641)
15. Paper and paper board – (641) (excluding waste and old paper)
16. Pneumatic tyres and tubes for motor cars – (629)
17. Pneumatic tyres and tubes for lorries, buses and trucks – (629)
18. Pneumatic tyres and tubes for motor cycles and scooters – (629)
19. Tyres and tubes for motor vehicles (other than items 16, 17, and 18) – (629)
20. Cotton fabrics of standard types – sold on a yardage basis – (652)
21. Fabrics (other than cotton) of standard types – sold on a yardage basis – (653)
22. Photographic chemicals and chemical products for use in photography – (862)
23. Cinematographic films – not exposed – (862)
24. Books and pamphlets – (892)
25. Newspapers and periodicals – (892)
26. Sports goods – (899) excluding goods under licence prior to October 10, 1962.
27. Spare parts for cars, lorries, vans and waggons – (732)
28. Spare parts for motor cycles and scooters – (732)
29. Spare parts for other road vehicles – (732)
30. Insulated cables and wires for electricity – (721)
31. Radio spares – for maintenance and repairs – (721)
32. Cement – (661)
33. Glass – (664) excluding glassware
34. Base metals – iron and steel – (681)
35. Base metals – other – (682-689)
36. Manufactures of iron and steel – (699)
37. Agricultural implements and tools – (699)
38. Other implements and tools – (699)
39. Metal containers for transport and storage – (699)
40. Other metal manufactures for industrial use (including fittings for Tea Chests – (699))

(N.B. The figure shown in brackets is the Customs Classification Commodity Group No.)

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government propose to declare the following industry and product to be a Pioneer Industry and Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	*Product*
Metal manufacture	Television aerials

This notice means that the Minister of Finance is satisfied that the product mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before February 24, 1963.

Further inquiries about the Pioneer Industries legislation may be made to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 6197/2G.

Businessmen's Seminar in Pakistan

IN THE NOTICE published in the *Board of Trade Journal* of January 25, page 231 relating to the Businessmen's Seminar to be held in Pakistan in March, the location should be Lahore and not Karachi as stated.

AUSTRALIA

Details of Temporary Duties

DETAILS are given below of the temporary changes made in Australian Customs duties, which came into effect on January 25, 1963. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
460	Textile goods, viz.: of continuous man-made fibres or having a textile fibre content in chief part by weight of continuous man-made fibres, not covered by Items 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:						
	(C) Woven fabrics, including woven fabrics of monofil and strip covered by sub-item (A):						
	(3) (c) Otherwise covered by paragraph (4) [or] (5) *or* (6) as prescribed by Departmental By-laws per sq. yd.	Free	2½d.	7½d.	No change		
	(5) [Other] per sq. yd.	2s. 6d.	2s. 8½d.	3s. 1½d.	See new Items 460 (C) (5), (C) (6) (a) and (C) (6) (b) below		
	Weighing not more than 18 ounces per square yard, not covered by paragraph (1), (2), (3) or (4) per sq. yd.				2s. 6d.	2s. 8½d.	3s. 1½d.
	(6) *(New paragraph) Other:*						
	(a) For use otherwise than in the manufacture of impregnated, coated or laminated transmission, conveyor or elevator belts or belting per sq. yd.		No change				
	(b) Other per sq. yd.	(Under former Item 460 (C) (5)) 2s. 6d.	2s. 8½d.	3s. 1½d.	2s. 6d.	2s. 8½d.	3s. 1½d.
	and, in addition, a temporary duty of ad val.	—	—	—	20%	20%	20%
	provided that, in respect of such goods in direct transit to Australia on December 17, 1962, which are entered for home consumption on arrival, no temporary duty shall be payable.	(Under former Item 460 (C) (5))					
464	Textile goods, viz.: of cotton or having a textile fibre content in chief part by weight of cotton, not covered by Items 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:						
	(C) Woven fabrics:						
	(1) As prescribed by Departmental By-laws:						
	(g) Weighing more than 7 ounces per square yard, plain, matt or twill weaves, otherwise covered by paragraph (6) (b) *or* (7) (c):						
	(1) For all purposes per sq. yd.	Free	1d.	2½d.		No change	
	(2) Other than as prescribed by Departmental By-laws under clause (1) per lb.	4d.	11d.	1s. 1d.		No change	
	and *ad val.*	22½%	40%	45%			
	(6) Weighing more than 7 ounces per square yard, not covered by paragraph (2), (3) [or] (5) *or* (7):						
	(a) Of types which either as imported or when further processed are used for making up male outer garments, [weighing less than 18 ounces per square yard] per lb.	7d.	10d.	10d.		No change	
	and *ad val.*	27½%	45%	45%			
	(b) Plain, matt or twill weaves, not covered by sub-paragraph (a):						
	(1) Plain or matt weaves, single yarn, filled (i.e. with dressing), weighing not more than 8 ounces per square yard per lb.	2s. 6d.	2s. 6d.	2s. 6d.		No change	
	and *ad val.*	10%	17½%	17½%			
	(2) Other per lb.	2s. 0d.	2s. 6d.	2s. 6d.	2s. 0d.	2s. 6d.	2s. 6d.
	and *ad val.*	7½%	17½%	17½%	7½%	17½%	17½%
	ad val.				and a temporary duty of 20%	20%	20%
					(Under new Item 464 (C) (7) (c) (2))		
					No change (Under Item 464 (C) (6) (b) (2) and new Item 464 (C) (7) (c) (1))		
	(c) Furnishing fabrics, not printed:						
	(1) Containing not less than 20 per cent. by weight of man-made fibres calculated on the textile fibre content, jacquard or dobby patterned, having a value for duty exceeding 65d. per square yard *ad val.*	50%	50%	60%		No change	
	less per sq. yd.	2½d.				(Under Item 464 (C) (6) (c) (1) and new Item 464 (C) (7) (a) (1))	
	(2) Containing not less than 20 per cent. by weight of man-made fibres calculated on the textile fibre content, having a value for duty exceeding 65d. per square yard, not covered by clause (1) *ad val.*	50%	50%	60%		No change	
	less per sq. yd.	2½d.				(Under Item 464 (C) (6) (c) (2) and new Item 464 (C) (7) (a) (1))	
	(3) Not containing man-made fibres or containing less than 20 per cent. by weight of man-made fibres calculated on the textile fibre content, jacquard or dobby patterned *ad val.*	37½%	50%	60%		No change (Under Item 464 (C) (6) (c) (3) and new Item 464 (C) (7) (a) (2))	
	(4) Not containing man-made fibres or containing less than 20 per cent. by weight of man-made fibres calculated on the textile fibre content, not covered by clause (3). *ad val.*	37½%	50%	60%		No change (Under Item 464 (C) (6) (c) (4) and new Item 464 (C) (7) (a) (2))	
	(d) Containing man-made fibres, not covered by sub-paragraph (a), (b) or (c):						
	(1) Containing not less than 20 per cent. by weight of man-made fibres calculated on the textile fibre content per sq. yd.	2s. 6d.	2s. 8½d.	3s. 1½d.		No change	
	(2) Other per sq. yd.	1½d.	4d.	9d.		No change	
	(e) Flannelette suitable for use in connection with the human body or for the manufacture of human apparel, not covered by sub-paragraph (a), (b), (c) or (d):						
	(1) Printed, dyed or coloured per sq. yd.	½d.	1½d.	3½d.		No change	
	or *ad val.*	5%				(Under Item 464 (C) (6) (e) (1) and new Item 464 (C) (7) (b))	
	whichever rate returns the lower duty.						
	(2) Bleached, not printed, dyed or coloured per sq. yd.	½d.	1d.	3d.			
	or *ad val.*	5%					
	whichever rate returns the lower duty.						
	(3) Other per sq. yd.	½d.	½d.	2½d.			
	or *ad val.*	5%					
	whichever rate returns the lower duty.						
	(f) Other:						
	(1) Printed, dyed or coloured per sq. yd.	½d.	2d.	3½d.		No change	
	or *ad val.*	5%					
	whichever rate returns the lower duty.						
	(2) Bleached, not printed, dyed or coloured per sq. yd.	½d.	1d.	3d.			
	or *ad val.*	5%					
	whichever rate returns the lower duty.						
	(3) Other per sq. yd.	½d.	½d.	2½d.			
	or *ad val.*	5%					
	whichever rate returns the lower duty.						

(Continued on next page)

Australia (*Continued*)

Tariff Item	Goods	Former Duties: British Preferential	Former Duties: Most-Favoured-Nation	Former Duties: General	New Duties: British Preferential	New Duties: Most-Favoured-Nation	New Duties: General
	(7) (*New paragraph*) *Weighing more than* 18 *ounces per square yard, not covered by paragraph* (2) *or* (3):						
	(*a*) *Furnishing fabrics, not printed:*						
	(1) *Containing not less than* 20 *per cent. by weight of man-made fibres calculated on the textile fibre content* — *ad val.*	No change (Under Item 464 (C) (6) (C) (1) and (2))			50%	50%	60%
	— *less per sq. yd. or per sq. yd. whichever rate returns the higher duty.*				2½d. 2s. 6d.		3s. 1½d.
	(2) *Other* — *ad val.*	No change (Under Item 464 (C) (6) (c) (3) and (4))			37½%	50%	60%
	(*b*) *With raised nap on one or both sides, suitable for human apparel* — *per sq. yd. or ad val. whichever rate returns the lower duty.*	No change (Under Item 464 (C) (6) (e) (1))			¼d. 5%	1¼d.	3¼d.
	(*c*) *Other:*						
	(1) *For use otherwise than in the manufacture of impregnated, coated or laminated transmission, conveyor or elevator belts or belting* — *per lb. and ad val.*	No change (Under Item 464 (C) (6) (b) (2))			2s. 0d. 7½%	2s. 6d. 17½%	2s. 6d. 17½%
	(2) *Other* — *per lb. and ad val.*	2s. 0d. 7½%	2s. 6d. 17½%	2s. 6d. 17½%	2s. 0d. 7½%	2s. 6d. 17½%	2s. 6d. 17½%
	— *and, in addition, a temporary duty of ad val. provided that, in respect of such goods in direct transit to Australia on December* 17, 1962, *which are entered for home consumption on arrival, no temporary duty shall be payable.*	— (Under Item 464 (C) (6) (b) (2))	—	—	20%	20%	20%
465	Textile goods, viz.: of man-made fibres, discontinuous or having a textile fibre content in chief part by weight of discontinuous man-made fibres, including continuous filament tow for the manufacture of man-made fibres (discontinuous) not covered by Items 117, 118, 120 (C), 331, 472, 475, 476, 477, 478, 480, 481 or 482:						
	(C) Woven fabrics:						
	(3) (*c*) Otherwise covered by paragraph (4) [or] (5) *or* (6) as prescribed by Departmental By-laws — *per sq. yd.*	Free	2½d.	2½d.	No change		
	(5) [Other] — *per sq. yd.*	2s. 6d.	2s. 8½d.	3s. 1½d.	See new Items 465 (C) (5), (C) (6) (a) and (C) (6) (b) below		
	Weighing not more than 18 *ounces per square yard, not covered by paragraph* (1), (2), (3) *or* (4) — *per sq. yd.*	No change (Under former Item 465 (C) (5))			2s. 6d.	2s. 8½d.	3s. 1½d.
	(6) (*New paragraph*) *Other:*						
	(*a*) *For use otherwise than in the manufacture of impregnated, coated or laminated transmission, conveyor or elevator belts or belting* — *per sq yd.*				2s. 6d.	2s. 8½d.	3s. 1½d.
	(*b*) *Other* — *per sq. yd. and, in addition, a temporary duty of ad val. provided that, in respect of such goods in direct transit to Australia on December* 17, 1962, *which are entered for home consumption on arrival, no temporary duty shall be payable.*	2s. 6d. — (Under former Item 465 (C) (5))	2s. 8½d. —	3s. 1½d. —	2s. 6d. 20%	2s. 8½d. 20%	3s. 1½d. 20%

Note: Specific rates are shown in Australian currency: £A125 = £ *Sterling*100.

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff: Tariff Item	Rate of Duty
MACHINERY AND APPLIANCES: Cutters for sheep shearing machines or handpieces	449 (A) (1)	Free
PHOSPHATE PREPARATIONS being proprietary preparations specially formulated for use in meat preserving or processing and based on tetra sodium pyrophosphate or sodium tripolyphosphate or both, provided the current domestic value and the free on board price of such preparations both exceed 2s. 6d. per lb.		

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff: Tariff Item	Rate of Duty
ARTIFICIAL RESINS AND PLASTIC MATERIALS: Being polymerization and copolymerization products of the vinyl and vinylidene types, viz.: Of vinylidene polymers and copolymers, otherwise classifiable under Tariff Item 368 (A) (1) (b), but not including emulsions and pastes	368 (A) (1) (a)	Free
BOARDS: Insulating: Electrical, etc.: The note to this By-law published in the *Board of Trade Journal* of October 5, 1962 (page 723) has been amended to read as follows: NOTE: The Minister has determined that laminated insulating boards composed of synthetic resin combined with one of the following materials: fabric, asbestos, fibreboards or similar materials, are of a quality or kind being made in in Australia.		
METALS: Iron and steel: Hoop and strip, excluding galvanized and excluding bonded metal other than metal bonded or clad with nickel or chromium, otherwise classifiable under Tariff Item 136 (F) (3) or 150	136 (F) (1)	Free
NOTE: Bonded metal hoop and strip consisting of iron or steel backing with a non-ferrous metal face is covered by this decision provided the weight is chiefly iron or steel.		
TEXTILE FABRICS except the following textile fabrics: adhesive stay tape; elastic; felt; imitation camel hair cloth; leather; quilted textile fabrics containing woven textile fabrics wholly of or containing more than 50 per cent. by weight of man-made fibres; textile fabrics imitating or resembling leather, but not excenting the following in either sheet or strip form: Plumping textile fabrics for use only as unexposed plumping or backing; Stay textile fabrics for use only as unexposed reinforcement; textile fabrics suitable for the manufacture of toe puffs; textile fabrics otherwise classifiable under Tariff Item 106, 480, 481, 482, 483, 484 or 485 (A); textile fabrics wholly or in chief part by weight of metallized yarn or metal thread or combinations thereof; wool or containing wool; woven textile fabrics fluffed or worked to imitate felt		

(*Continued on page* 349)

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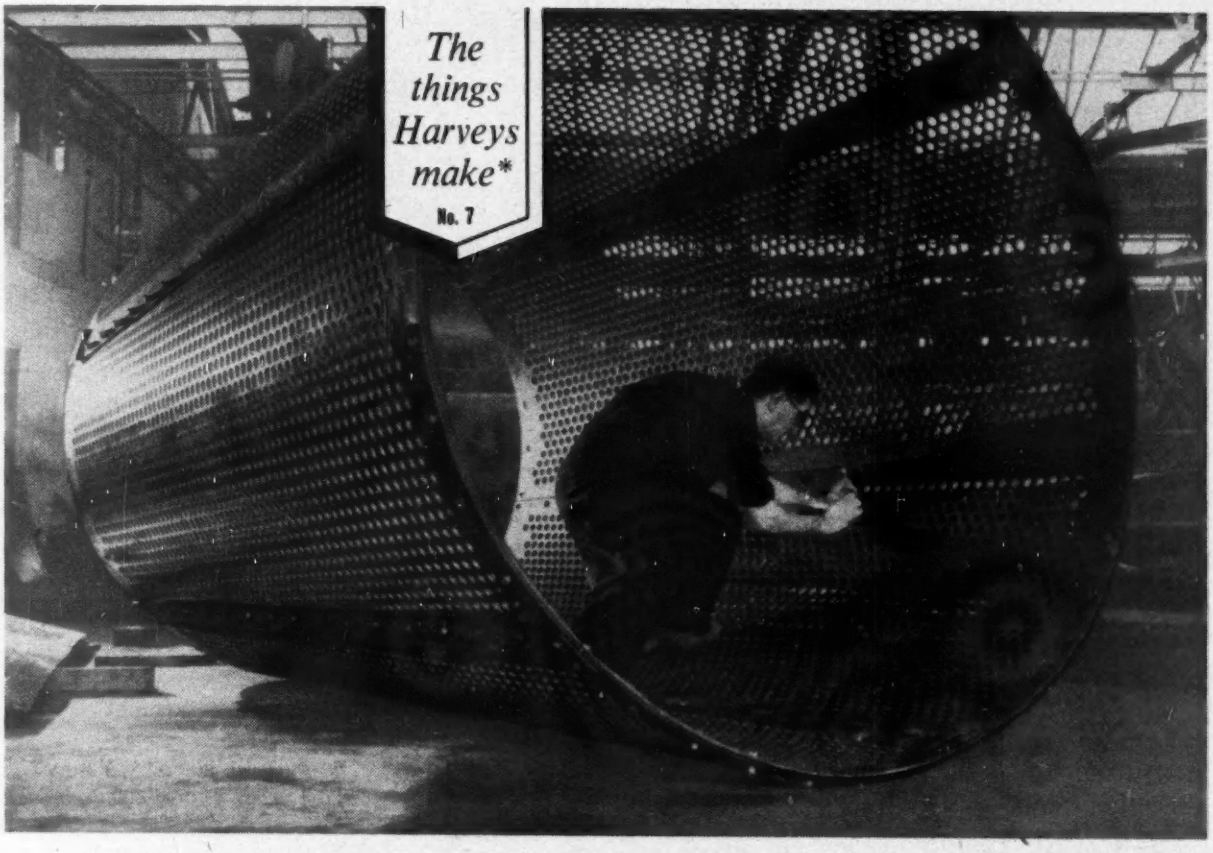
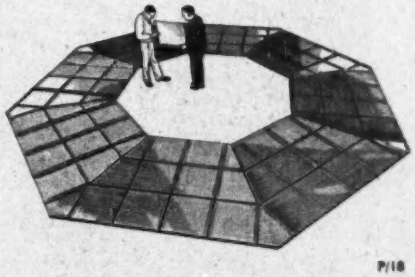


From Gravel Screens to a Sheikh's Ceiling

TO MANY INDUSTRIES, perforated metal is a key material. It is used to control the flow and safeguard the quality of countless raw materials and finished products, from coal and heavy ore to fine chemicals and food products.

Sieving, grading, straining, filtering, sorting—these are the principal functions of Harvey perforated metal, but it has many other uses. Decorative screens and grilles, for example; radiator covers; acoustic ceiling panels, of which over 1200 were recently supplied for a palace in Kuwait.

As leading producers of perforated metal, Harveys list thousands of patterns and can undertake the perforation of most metals in thicknesses ranging from foil to heavy plate.



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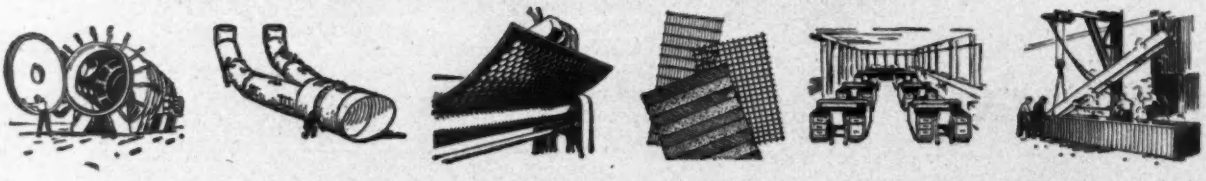

Australia *(Continued)*

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
woven textile fabrics otherwise classifiable under Tariff Item: 464 (C) (1) (g) or 464 (C) (6) (b) woven textile fabrics wholly of or containing more than 50 per cent. by weight of man-made fibres, otherwise classifiable under Tariff Item 460 (C) (4), 460 (C) (5), 465 (C) (4) or 465 (C) (5) for use in the manufacture of boots, shoes, or slippers, under security	327	Free

Decisions on Tariff Classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

ARTIFICIAL RESINS AND PLASTIC MATERIALS: Styrene type, polymerization and copolymerization products of: Emulsions, solutions, pastes, powders, granules, flakes, lumps and similar forms, including moulding compounds, not covered by Item 232 (E) or 255 (B) (1); waste and scrap: Scrap, reprocessed by grinding to the form of lumps or granules . . . NOTE: Care is to be taken this product is not classified under Item 368 (B) (1) (d).	368 (B) (1) (c)	7½% *ad val.* and in addition a temporary duty of 5d. per lb.
LEATHER: Calf, other than patent and enamelled . . The note relating to the above decision published in the *Board of Trade Journal* of November 16, 1962 (page 1032) has been cancelled	324 (C) (3)	5% *ad val.*

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

NEW ZEALAND

Import Licensing Schedule for 1962-63

THE NEW ZEALAND Customs Department have issued the following particulars of decisions relating to the Import Licensing Schedule for the 1962/63 period (see *Board of Trade Journal* of March 23, 1962, pages 623-631, March 30, 1962, pages 699-707, April 6, 1962, pages 767-776, and amendments published subsequently).

1. ITEM CODES 57·06 and 57·07—CARTRIDGES, ETC.

Licences issued under Item Codes 57·06 and 57·07 may be used for imports under both of these item codes except for the following types of ammunition which are admissible only under licences for Item Code 57·06 which have been noted accordingly.

ball ·22 calibre rimfire but not match cartridges
ball ·303 calibre
ball ·308 calibre
shot - 12 bore.

2. ITEM CODE 66·27—SHEET GLASS, ETC.

The allocation for item code 66·27, sheet glass, etc., has been increased to 70 per cent. 1960 imports same goods. Licences are to be issued without restriction and the restriction "Not available for imports of 24 oz. or horticultural quality glass" placed on certain additional licences (see *Board of Trade Journal*, October 26, 1962, page 870) may be removed from any unused balances on request.

3. ITEM CODES 72·32 and 72·33—RADIO AND TELEVISION RECEIVER KNOBS.

During the current licensing period, licences for Radio and Television receiver knobs are being issued under item codes 72·32 and 72·33 and, as a result of classification being dependent upon the materials from which they are made, manufacturers are experiencing difficulty in clearing the goods.

It has been decided that, for the balance of this period, licences issued under the above item codes may be used to clear knobs regardless of the type of material from which they are made.

SARAWAK

Import Restrictions

THE BOARD OF TRADE have received a copy of the Customs (Prohibition of Imports) Order, 1962 which prohibits the importation of the following goods into Sarawak:

(a) pornographic literature and objects of an indecent or obscene character; and
(b) any lottery ticket, or any advertisement of prizes, or any announcement relating to a lottery, sweepstake or other gambling transaction, other than those organized for circulation within Sarawak under and in accordance with the provisions of the Gambling Ordinance.

Customs Tariff Amended

THE SARAWAK Government *Gazette Extraordinary* of December 11, 1962 contains a copy of the Customs (Import and Export) Duties (Amendment No. 3) Order, 1962 which amends the First Schedule to the Customs (Import and Export) Duties Order, 1961, details of which were published in the *Board of Trade Journal* of January 19, 1962, pages 123 to 125. The items listed below should now read as follows:

Item No.	Article	Unit	General Tariff	Preferential Tariff
			$	$
6	Cigarettes including paper and filter tips	Per pound	10·00	10·00
44	Tobacco:			
	(a) Unmanufactured . . .	Per pound	6·00	6·00
	(b) Manufactured, imported in containers of any kind for retail sale to the public	Per pound	10·00	10·00
	(c) Others	Per pound	6·50	6·50

Exemption from Payment of Import Duty

THE SARAWAK Government *Gazette Extraordinary* of December 11, 1962 also contains a copy of the Customs Duty (Exemptions) (Amendment No. 5) Order, 1962 which makes the following amendments to the First Schedule to the Customs Duty (Exemptions) Order, 1961, mentioned in the *Board of Trade Journal* of January 19, 1961, page 125:

(A) amends the following items to read:

5A All goods imported from North Borneo which were legally imported for home consumption therein, provided that in respect of the following goods:
alcoholic beverages;
cosmetics and perfumery;
dyes and chemicals;
machinery, plant, apparatus, and machined components and fashioned parts therefor;
metals and metal manufactures, including composite goods, mainly metal;
petroleum products;
sugar;
textiles and wearing apparel;
vehicles including spare parts and accessories therefor; and
goods which were imported into North Borneo free of duty under the provisions of section 11 of the Customs Ordinance of North Borneo;
the amount of duty prescribed in the Sarawak tariff has been paid in North Borneo and drawback has not been paid in respect thereof on re-export to Sarawak.

25. Disinfectants and antiseptics.

50. Ships, launches, lighters, boats and barges imported complete or in sections, and parts and accessories therefor, excluding spare engines and parts thereof, rope, canvas in the piece and other running stores.

54. (a) Trophies, cups and medals imported for use by or for presentation to, registered schools and sporting bodies approved by the Commissioner.
(b) Sports goods excluding boots, shoes and wearing apparel.

(B) adds the following new item:

40A Materials for packing of local produce including oil drums and gunny bags, and sheet tinplate and solder for the manufacture of metal containers for the packing of articles and products for sale. Provided that the importer shall satisfy the Commissioner that such goods will be used for the specified purpose.

(Continued on next page)

Sarawak (*Continued*)

(C) deletes the following item:

51. Steel strapping, gunny bags and sacking, and materials for the packing of local products; sheet tinplate and solder for the manufacture of metal containers for the packing of articles and products for sale. Provided the importer shall satisfy the Commissioner that such goods will be used for the purpose specified.

TRINIDAD

Customs Tariff

THE BOARD OF TRADE have received a copy of an order which amends the Trinidad and Tobago Customs Ordinance by deleting items 054-02.01, 642-09 and 821-02.09 and substituting therefore the following:—

054-02.011	Beans, peas, lentils and other legumes (pulses) dry, (not including split peas)
054-02.012	Split peas
642-09.01	Paper napkins, sanitary, cellulose
642-09.02	Toilet paper rolls, perforated or not
642-09.09	Articles of pulp, of paper and of paper board, n.e.s. (including cigarette and filter paper cut to size, but not including paper napkins and toilet paper rolls)

Furniture not elsewhere stated

821-09.091	Mattresses, inner spring (spring filled mattresses)
821-09.099	Other furniture (including parts) n.e.s.

The existing rates of duty are not affected.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 471).

URUGUAY

Establishment of Average c.i.f. Prices for Imports

THE URUGUAYAN Ministry of Finance issued a decree on December 13, 1962 establishing average c.i.f. prices for a wide range of imports. As from the date of the decree the surcharges and prior deposits already established will be assessed on these average prices and not on the actual invoice prices. The object of the new procedure is to prevent under-invoicing.

Particulars of the average c.i.f. prices for specified products can be obtained from Export Services Branch, Tariff Section, Board of Trade, Room E.46, Hillgate House, 35 Old Bailey, London, E.C.4.

ECUADOR

Import Control

THE BRITISH EMBASSY in Quito have reported that the Ecuadorean authorities have placed an additional tax of one per cent. c.i.f. *ad valorem* on imports of goods on List I (essential and useful goods) and of two per cent. c.i.f. *ad valorem* on imports of goods on List II (luxuries). This regulation became effective on January 1, 1963.

BOLIVIA

Import Control

BY A DECREE issued by the Bolivian authorities, published on January 21, 1963 and effective from the same date, all imports of motorised vehicles and wheeled tractors which use diesel oil as fuel have been suspended.

Importers wishing to import crawler tractors, generating equipment and diesel machinery must first obtain authorization of the Ministry of National Economy on the approval of the State Oil Board (Yacimientos Petroliferos Fiscales Bolivianos).

Vehicles shipped before February 5, 1963 would be exempt from the provisions of this decree, but those shipped after that date must comply with the above regulations. It is understood that this measure is being taken in order to save imports of diesel-fuel oil into Bolivia, since Bolivia is unable to produce sufficient diesel oil at present.

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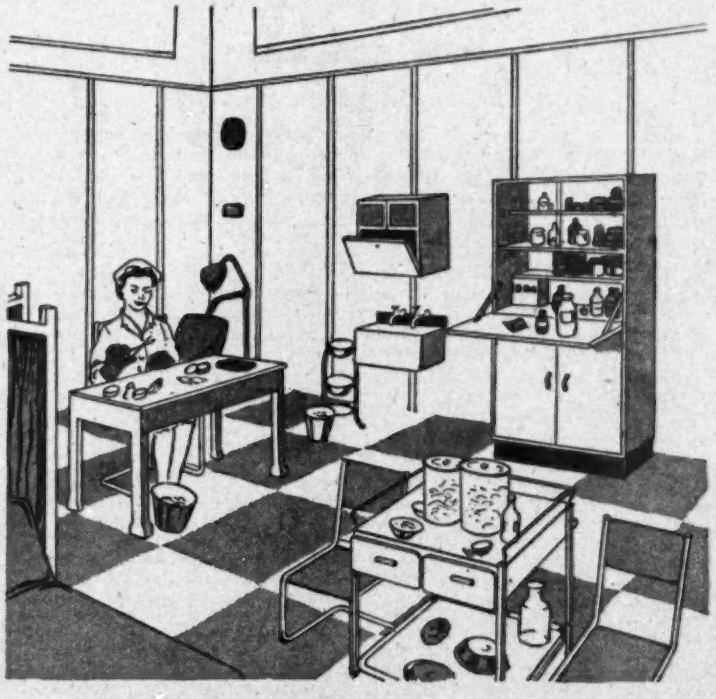

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CHILE

Amendments to Import List

THE FOLLOWING amendments should be made to Chile's List of Permitted and Prohibited Imports. The list was first published in the *Board of Trade Journal* of July 6, 1962 page 50, and amendments have appeared at frequent intervals.

Section	Group	Item	Percentage of tax surcharge
III	9	Draught horses	30
		Pigs on the hoof for slaughter	50
		Sheep for slaughtering	30
		Corriedale sheep for breeding	50
		Corriedale-Merino sheep for breeding	50
		Other breeding stock	50
		Stockyard heifers and bulls for breeding, cattle for fattening	50
		Other live animals	100
	10	Bristles in general	30
		Alpaca wool	30
		Domestic rabbit hair	50
		Special hair for making high quality artist's paint brushes	50
	11	Cow tripes and bladders dried and/or in brine	50
IV	16	Pineapples	30
	17	Cocoa beans	30
		Coffee without caffeine, in bulk	50
	18	Cinnamon	50
		Cloves	50
		Condiments for the preparation of preserved meats and other similar victuals	50
		Whole pepper	50
		Nutmeg	50
		Natural vanilla	50
	19	Meat meal	100
V	24	Pork in all forms	30
	26	Fresh and condensed milk	50
	27	Soya flour	100
		Wheat flour	100
	29	Meat juices and extracts, in bulk	50
VIII	37	Waste woollen fibres (flock)	30
		Cupro-ammoniacal and Bemberg rayon yarns	50
		Shappe natural silk yarns	50
		Thread of cotton and linen combined for book binding	30
		Thread for making nets and other fishing equipment	50
		Nylon thread for sewing	100
	39	Special cotton ribbons for mills	30
		Cotton flannel for rollers	30
		Elastic fibres for orthopaedic use	30
		Interlining for collars	100
IX	45/53	Ethyl acetate	100
		BHC animal disinfectants (anti-mange)	30
		Thermo-adhesive cements, solid, with a base of synthetic resins	30
		Special cements in containers of one gallon or more, excepting those with a rubber base	30
		Compositions or finished products for sealing and stopping up cracks in internal combustion engines and radiators of motor vehicles	50
		Rennet	30
		Essences and extracts for making alcoholic beverages	50
		Emery, in paste	30
		Formalin	100
		Unrefined and denaturalized fat	30
		Gelatine in powdered form for food products, 180 Bloon or higher	50
		Unrefined fat for refining in the country	30
		Vegetable fat for industrial use	30
		Acetic anhydride	150
		Sheets of polyester of 0·00635 mm. to 0·254 mm. thickness	30
		Lanolin (r.t.m.) for pharmaceutical use	30
		Irradiated brewer's yeast	30
		Plastic reflecting materials for road signs	50
		Prepared pastes and liquids for cleaning, removing and polishing	100
		Anodic and cathodic permutators	30
		Acrylic sheets of a minimum thickness of 1 mm.	50
		Sheets of cellulose acetate, of amber colour of 0·08 thickness and measuring 78 by 108 mm.	30
		Sheets of polyester of a minimum of 2 mm. thickness	50
		Plastics in bars of the phenolformaldehyde, urea formaldehyde, melaminic and acrylic types	50
		Decorating powders for aluminium and stainless steel	30
		Powders for facilitating the removal of mouldings from matrices	30
		Intensifying developers for photographs	50
		Tallow and acid fats	30
		Thermite	30
		Industrial yoke of egg	30
	46	Ampicillin, its salts and compounds, in capsules, injections, powders and suspensions	Free
		Benzathine penicillin	50
		Potassic penicillin	50
		Procaine penicillin	50
		Sodium penicillin	50
		Other antibiotics and their compounds when not imported in bulk	50
		Aristol	50
		Cola nuts and nux vomica	30
		Medicinal tea	100
		Repinifrin nebulizing solution	50
		Other pharmaceutical and veterinary specialties	50
		Catgut prepared, sterile and ready for use	100
		Surgical silk, prepared	100
		Sutures, prepared	100
		Adhesive tape in rolls	100
		Adherent liquid dressings	30
	49	Special lubricating oil for watches in containers up to 50 grammes	30
		Mineral turpentine	30
		Vegetable turpentine	30
		Colophony	30
		Coconut butter	50
		Other waxes, resins, greases and industrial oils, excepting creosote	100
	51	Varnishes	100
		Colouring materials other than lacquers or anilines, ready for use, for stamping textiles	50
		Oxide of iron, synthetic red and yellow	50
		Anti-fouling paints for ships' hulls	30
X	54	Hexagonal bars	30
		Half-round bars	30
		Flat iron bars: 65·5 mm. x 28·58 mm. x 6 metres, 60·8 mm. x 28·58 mm. x 6 metres	30
		Flat bars of more than 100 mm. width and more than 25 mm. thickness, cold drawn	30
		Steel strips with metallic coating (nickelled, chromed, etc.)	50
		Steel strips, hot-rolled, of less than 1·8 mm. thickness	50
		Steel strips, cold-rolled, of 0·5 mm. thickness or less	50
		Iron for brushes (knives)	30
		Steel magnets	30
		Expanded metal of more than 2 mm. thickness	30
		Double contact angles for metal window frames	30
		Laminated sections of angles with equal sides: 127·0 mm. x 127·0 mm. x 9·52 mm. 101·6 mm. x 101·6 mm. x 9·52 mm. 203·2 mm. x 203·2 mm. x 16·00 mm. 152·4 mm. x 152·4 mm. x 12·70 mm.	30
		Laminated sections H, I, T, U and Z	30
		Nautical sections	30
		Sheets containing special alloys	30
		High resistance sheets	30
		After the item: Sheets of more than 25 mm. thickness *to read:* Plates of more than 25 mm. thickness	30
		Ferrotype plates for enamels	30
		Boiler plates	30
		Steel sheet piling	30
		Rods and accessories of cane or steel for cleaning and unblocking pipes	30
		Steel anvils of 80 kg. weight or more	50
		Steel anvils of less than 80 kg. weight	50
	55	Nickel alloys, in any form	30
		Aluminium sheeting in rolls or bobbins of a thickness between 0·008 to 0·09 mm. and up to 12 cm. wide, stamped or with one face impregnated with a coating of vinyl and the other with a sheet of acetate adhering to it, for packing machinery	50
		Aluminium sheeting in rolls or bobbins with one face impregnated with a layer of plastic or vinyl and the other with a sheet of acetate or Cellophane (rtm) adhering to it, between 0·01 and 0·09 mm. thickness, and up to 7 cm. width, for packing machinery	50
		Duralumin (r.t.m.) in all forms, except sections	30
		Flexible bands or strips of aluminium, elastic, painted, for making Venetian blinds of 50 mm. width and 0.27 mm. thickness	50
		Bi-metal sheets or strips	30
		Ticonium metal (lead and nickel alloy)	30
	56	Tinned steel wire of less than 0·4 mm. thickness	30
		Aluminium wire – 99·99 % purity	100
		Phosphor-bronze wire	100
		Tin or brass wire of special types	100
		Nickel wire	30
		Zinc wire	50
		Slags, ashes and residues containing metals or metallic compounds (hard zinc, zinc ash, used battery plates, etc.)	30
		Common metals in powdered form	30
		Other metallic scrap, except precious metals	30
		Lead and tin scrap	30
		Solders and electrodes for welding admitted under Customs Items Nos. 1226 and 1227	100
	57/58	Clamps and tighteners for cables	50
		Accessories of any material for hoses of 2 in. or more diameter	50
		Umbrella frames	50
		Hardware items: door catches, button latches, invisible hinges for furniture, double-action hinges for screens, pommel hinges for furniture, slider rails for doors and slide fasteners for furniture	50
		Aluminium buckets for holding nitroglycerine	30
		Press studs	100
		Black and galvanized steel wire ropes with or without hemp core	50
		Chains, forged or soldered	30
		Centrifugal cast iron piping in lengths of over 3 metres	30
		Steel tubing, with or without seam, with or without galvanized or other coating, of extra heavy type, of API-5L and ASTM-A-53 specifications or their equivalents	30
		Tubing of monel metal (alloy of nickel and copper)	30
		Steel piping and tubing, galvanized or not, with or without seam, with interior diameter of less than ¼ in.	30
		Steel piping and tubing, galvanized or not, with or without seam, with exterior diameter of 4½ to 6½ in.	30
		Piping and tubing of aluminium of more than 5 in. interior diameter	30
		Slides and stop lugs for slide fasteners	50

(Continued on next page)

Chile (*Continued*)

Section	Group	Item	Percentage of tax surcharge
		Special locks for safes	30
		Special nails for percussion tools, with their cartridges or explosive charges	50
		Blacksmith's nails	30
		Corrugated steel for export packing cases	30
		Porcelain spheres or dials for gas meters	30
		Clamps	30
		Microbial filters for clarifying water, and their spare parts	30
		Metal staples for industrial stapling machines for wire of 1 mm. diameter	30
		Metallic hooks mounted on cloth tape for closing garments	100
		Razor blades	50
		Sets of lids for steel drums, consisting of octagonal flanges of zinc-covered or galvanized iron, or other alloys, with their corresponding stoppers, with or without rubber or metallic rings	30
		Liquid fuel lamps with incandescent mantles and their spare parts	50
		Hurricane lamps	50
		Gas lamps for lighting and their spare parts	50
		Steel tubular keys for furniture locks	100
		Taps, faucets and valves of stainless steel or other materials, with inside coatings of porcelain, ceramic, neoprene, rubber or similar materials	30
		Taps, faucets and valves, not specified, except those of cast iron, brass or copper, for water, gas, steam or air, for domestic or industrial use and for distribution networks	100
		Forming dies	30
		Mechanisms for Venetian blinds	100
		Water meters – over 1 in.	30
		Special doors for safes	50
		Hard steel nails for shoes	30
		Points and metallic holders in one piece or separate, for making ball pens	50
		Gas burners of the catalytic refractory plate type and replacement plates	30
		Hinges and pivots for swinging doors longer than 5 in. and their spare parts	50
		Wire netting of black tinned or galvanized wire of 30 or more apertures per linear inch	50
		Spare parts for umbrella frames	50
		Spare parts for water meters	30
		Spare parts for pressure cookers	50
		Toothed wheels for making patterns	30
		Seals of tin or sheet iron for safety closures for lids of drums	30
		Metal lids, coated on the inside with safe enamel for containers for pharmaceutical specialities	50
		Milk churns of anti-corrosive duralumin (r.t.m.) and their lids	30
		Stainless steel, brass and other metal cloths	30
		Conical turnbuckles and counter-cones for pre-stressed concrete	30
		Automatic page numbering machines	50
		Tubing and fittings of stainless steel	30
		Tin tubing, bronzed or nickel plated, of 7·3 to 7·6 x 14 mm. and of 6·6 to 6·9 mm. x 14 mm. for making propelling pencils	50
		Flexible metal tubing	50
		Strips of steel covered with celluloid or plastic material for the corset-making industry	50
XI	61	Equipment, machinery and elements for the constructional industry, excepting escalators, their accessories, and concrete mixers of less than 10 cubic feet	50
		Protective cabins for drivers for adaptation to tractors or to constructional equipment	50
		Tile polishing machines	50
		Machinery for kneading dough	50
		Cutters and winders for bakeries	100
		Wheat de-huskers	100
		Rubbing machines for bakeries	50
		Socket punches	100
		Gear pumps	100
		Service pumps for liquid fuels	50
		Fibre discs and Rawlplugs (r.t.m.)	30
		Air sterilizers using ultra-violet rays and others except ozone	50
		Cones, pirns and bobbins of wood, plastic or metal for the textile industry	50
		Cones, pirns and bobbins of paper and/or cardboard, with or without metallic sheathing and/or reinforcement, for the textile industry	200
		Bobbins of compressed paper and/or cardboard for flyers for the textile industry	30
		Extractors and ventilators of over 16 in.	100
		Hydraulic and mechanical jacks of over 2,000 kg. capacity for motor vehicles	50
		Lawn mowers	50
		Domestic sewing machines, of the table or portable types: complete heads for domestic sewing machines, except floor stands and their parts	30
		Machines for copying plans	50
		Machines for coating printed and other documents by the thermoplastic process	50
		Rectilinear and hand knitting machines with two rows of needles and seven or more needles per linear inch	50
		Matrices of aluminium coated with plastic for making gramophone records	50
		Gas meters of over 250 cu. ft. capacity	30
		Moulds for small domestic industry	30
		Pulleys	30
		Industrial ozonizers, consuming not less than 30 watts per hour	50
		Pieces and parts for electric shavers, including their motors	50
		Light line and screw pulleys	100
		Spare parts for domestic refrigerators, including thermostats	30
		Wheels of wrought iron, nickel steel or hardened plastic or rubber, and stamped wheels or those of stainless steel, with or without solid rubber or semi-pneumatic tyres, of more than 10 in. diameter, and rollers with wheels of more than 2 in. diameter	30
		Rubbing leathers for worsted spinning machinery	100
		Wooden plug (dowell) making apparatus	30
		Printers' type	100
	62	Screw feeders for burning fine coal (upward feed) with capacity up to 520 kilos of fine coal per hour, without automatic controls, their accessories and spare parts	30
		Nozzles for Bray type burners	30
		Electric generating sets	30
		Petroleum burners	100
		Burners for boilers	100
	63	Projection bulbs, exciters and frames	30
		Cables and cords with special sheathing or with special steel cable incorporated to withstand tensile stresses	30
		Other cables and cords for electrical use excepting those which are on the Prohibited List	30
		Tapes and sheathings for electrical use of types not specified, excluding those which appear on the Prohibited List	30
		Switches:	
		Spring operated time control switches for use in electric utensils	50
		Switches for switchboards	100
		Switches for making electric utensils such as floor polishers, juice extractors, refrigerators and electric cookers	100
		Strips of fusible metals up to 4,000 amp. and 750 V.	100
		Strips of fusible metals, not specified	30
		Electric washing machines, excepting those for domestic use with capacity of 7 kilos of dry linen, with a motor up to 1·5 h.p.	50
		Complete interior parts for mercury, sodium or other vapour lamps, or their pieces and parts, including floating solenoid transformers, filters, condensers and ballast	30
		Batteries:	
		Batteries, accumulators and their parts, excepting those for motor vehicles	50
		Fluorescent tubes, not specified, excepting straight ones of 15 to 40 watts, daylight, white, cold and warm white and coloured	30
		Compensated ballast units, 100 watts or more, and starter switches for fluorescent tubes	50
XII	65	Iron buoys	100
		Cleats	30
		Shackles	30
		Hawser thimbles	30
	66	Batteries	100
		Batteries for motor-cycles and scooters	50
		Spark-plug cleaners	50
		Material for repairing tubeless tyres	30
		Tipping mechanisms for transport vehicles	30
		Tyres and inner tubes for motor cars, lorries, trailers and machinery	50
		Tyres and inner tubes for scooters	100
		Tyres and inner tubes for motor-cycles	50
		Pieces and spare parts for motor-cycles	50
		Pieces and parts for scooters	50
		Pieces and parts for making tractors	100
		Pieces and parts for motor vehicles	Free
		Plastic separators for batteries	30
		Taximeters	30
		Tyres for track-racing bicycles	30
XIII	67	Onaquing materials	30
	68	White fibrous silicate of magnesium (asbestina)	30
		Glass ampoules for the pharmaceutical industry	30
		Articles of refractory material for industrial uses	30
		Emery discs with a base of aluminium oxide	50
		Glass flasks for the pharmaceutical industry	50
		Insulating refractory mineral wool	100
		Waterproof sandpaper, in sheets	30
		Emery cloth of paper with fabric reinforcement, in rolls, of oxide of aluminium, silicon carbide and garnet	50
		Sandpapers and negs for the footwear industry	50
		Tubing of borosilicate glass (Pyrex) (r.t.m.) and jointings and accessories for them	30
	69	Wooden pegs	100
		Hardwood handles painted with heat-resisting enamel for making electric irons	100
		Small strips of cedarwood up to 20 cms. long by 5 to 7 cm. wide and 5 to 7 cm. thick	30
	72	Apparatus of rubber and plastic material for pouring corrosive acids and dissolvent liquids, excepting hoses	30
		Flexible rubber containers of over 200 litres capacity for storing materials, and material for their repair	30
		Containers and closures of polyvinylidene chloride of 0·025 mm. thickness, retracting type, for the food industry	50
		Vulcanized rubber sheets, without cloth inserts, for offset printing	30
		Rubber gloves, 100% neuter, for electricians	30
		Guttapercha ribbons	30
		Goods of rubber, cellulose and similar materials for medical or veterinary use:	
		Apparatus for colostomy	30
		Filiform tarers	30
		Pressure cushions	30
		Gynaecological discs	30
		Medical rubber finger stalls	30
		Insufflators for hypodermic use	30
		Ear syringes	30

Chile (*Continued*)

Section	Group	Item	Percentage of tax surcharge
		Vaginal syringes	30
		Bulbs for sphygmomanometers	30
		Breast relievers	30
		Oxygen bags	30
	72	Reinforcements of celluloid or similar material for shirt collars, 1 to 3 in. long and up to 10 mm. wide in rolls, for mechanical insertion	50
		Rubber and/or plastic catheters	30
		Rubber catheters of Nelaton 10, 12, 14, 16, 18, 20, and 22 types	100
		Rubber stoppers 100% neuter for insulin	30
		Sausage skins of plastic material, in sleeves or pieces, up to 6 in. diameter	30
		Neutral rubber transfusion tubes	30
		Rubber tubing for draining	30
		Plastic tubing up to 3 mm. interior diameter for making ball point pens	50
		Rods of celluloid or plastic material for the corset-making industry	50
	72/75	Cancel from Group 72 and insert in Group 75 the item: Cardboard impregnated with 'Bakelite (r.t.m.) or other substances for making negative cliches	100
	75	Cellulose bands for hermetic sealing	50
		Trays of moulded cellulose, for fruit exports	50
		Boxes of waxed cardboard for packing foodstuffs	50
		Friction cardboard	50
		Transparent adhesive tapes, Scotch tape, and similar types	100
		Vulcanized fibre	30
		Vegetable fibre for making suitcases and spare parts for textile machinery	30
		Separators for packing eggs	30
		Tape gummed on both sides for sticking cliches	30
		Baryted paper	30
		Cellophane (r.t.m.) paper in bobbins of not more than 25 cms. width	50
		'Couche' paper and paper for transferring photogravure for use in printing	30
		Electronic stencil paper	100
		Special paper for mortgage and Government bonds	30
		Photographic paper	50
		Gelatine paper for making photographic paper	30
		Heliographic paper	50
		Hectographic paper	50
		Paper waterproofed with pitch and reinforced with sisal	50
		Paper impregnated with chemical emulsions, of the NCR type, for making copies without using carbon paper	50
		Manilla paper 100% cellulose	30
		Graph paper in rolls	50
		Wattman drawing paper	30
		Newsprint and paper for magazines	100
		Paper for gilding and silvering by heat	50
		Paper for labels for gramophone records	50
		Paper for machines for reproducing documents, excepting those used in photography and heliography	30
		Paper for use in laboratories, for dialysis	30
		Parchment for spinning machines	30
		Vegetable parchment paper	100
		Paper coated with metal by means of thermo-adhesive lacquers and varnishes	100
		Kraft sisal paper for curing concrete pavements	30
		Transparent paper for drawing	30
		Paper and/or cardboard impregnated with a suspension of polyethylene or similar material with or without microcrystallized wax	50
		Cardboard cylinders of 10 in. diameter, with lids for packing Cellophane (rtm) paper	30
	76	Transfers which can be glazed, not the water sliding type, to be applied at high temperatures	30
		Fashion plates	50
		Magazines	50
		Cards printed with ferro-magnetic ink, for electronic accounting machines	30
	77	Caps for projectiles for weapons	50
	78	Sporting chronometers and chronographs – excepting clock-chronometers	50
		Industrial diamonds in all forms	30
		Pocket and wrist watches in cases of ordinary metals, and alarm clocks	50
		Control clocks and time-registering apparatus	50
		Spare parts for sporting chronometers and chronographs	30
		Spare parts for pocket and wrist watches and alarm clocks	30
		Spare parts for control clocks and time-registering apparatus	30
		Sapphires and other synthetic stones in the rough, for industrial use	50
	79	Needles for gramophones and record players	50
		Photographic enlargers, their lenses and accessories	50
		Apparatus and instruments for topography, planimeters and pantographs	30
		Orthopaedic apparatus, elements for the external correction of alterations in the human organism and their spare parts	30
		X-ray apparatus	30
		Aerometers with API graduation	30
		Densimeters with API graduation	30
		Hydrometers with API graduation	30
		Optical goods	30
		Automatic weighing machines with spherical or horizontal luminous dial, with or without printed recording of the weight, of 50 kg. capacity or more	30
		Gelatine capsules for stoppers for flasks and bottles	50
		Spools for typewriter ribbons	30
		Ribbons, wires and unused discs for sound recording	50
		Ribbons for carbon paper for electric typewriters, in rolls, up to 10 mm. wide	30
		Endless and seamless ink ribbons for cash registering machines	30
		Ribbons for office machines in two or more colours, more than 70 mm. wide, and duplicating ribbons for accounting machines with one side inked and the other impermeable, not more than 24 in. long, with the ends reinforced and perforated	50
		Photographic copiers	50
		Bi-focal lenses with optical graduation	30
		Lenses with optical graduation	100
		Film slides for educational purposes in colour or black and white, with metallic or cardboard frames, with or without glass, up to 9 x 12 cm. in dimension, with explanatory title	100
		Electro-optic equipment and component parts, graduated precision rods, with slide and mechanism for marking cards	30
		Pneumatic post office circuits	50
		Electronic equipment for the collective teaching of languages or other subjects	30
		Mechanical equipment for printing cards, for attachment to weighing machines of more than 1,500 kg.	30
		Equipment for radio-communication stations, radio amplifying and radio-receiving sets, except television	50
	79	Carbide reamers	30
		Dentists' steel burr drills	30
		Terrestrial globes	100
		Musical instruments	50
		Hypodermic syringes	30
		Maps and plans	30
		Machines, apparatus and their parts, utensils and materials for dental use	30
		Parts and pieces for assembling slot record players	50
		Cinematograph films and cinema publicity material	30
		Virgin 8 mm. cine film	50
		Virgin 16 and 35 mm. film	30
		Pieces and parts for record players, excepting those on the Prohibited List	50
		Paint brushes of natural marten	50
		Photographic plates and films	30
		Slide rules	30
		Cinematographic spares, excepting tubes:	
		Accessories for use in Cinemascope or similar projection systems – only those relating to the sound system	50
		Carbons for cinema projectors	30
		Cones and membranes for loud speakers	50
		Thermoplastic screens	50
		Reflectors for arc lamps and lanterns	50
		Lenses for cinema projectors	50
		Amplifying, rectifying and photocell valves	50
		Spare parts for cine, photographic and projecting cameras and accessories for the same	50
		Spare parts for topographical instruments, planimeters and pantographs	30
		Spare parts for electronic flash apparatus	30
		Spare parts for photographic copiers	30
		Spare parts for tape recorders	30
		Spare parts for musical instruments	50
		Spare parts for office machinery with perforated card system	30
		Spare parts for address-printing, duplicating and offset print duplicating machines	30
		Spare parts for cheque-writing machines	30
		Drawing utensils: set squares, instruments and instrument sets for line drawing	30
	80	Artistic pieces made abroad by Chileans	30
	81	Accessories for making toys – springs, mechanisms, musical attachments and eyes	30
		Ping-pong balls	50
		Thermo-insulating ribbons made of ground cork and agglutinating substances	50
		Staples for industrial stapling machines of 8·5 mm. or more height	30
		Fire-extinguishers, not specified, excepting those which figure on the Prohibited List, their charges, accessories and spare parts	30
		Plastic or aluminium floats for fishing nets	30
		Fountain pens, automatic pencils and their pieces and parts	100
		Lithographic pencils for photo-lithography	30
		Samples of industrial fabrics in bound books, to be used as models for reproduction by local industry	30
		Spare parts of spherographic or ball-point pens and pencils with paste ink containers of more than 3 mm. internal diameter and/or semi-liquid lead which can be erased and/or with double point or double container	100
XIV	82	Gold and platinum, unworked, in powder, sheets, wire, liquid or other forms for industrial or dental use (excepting those included in Group 45 of the Customs Tariff)	30
	83	Silver in powder, sheets or liquid for industrial and/or dental use (excepting those in Group 45 of the Customs Tariff)	30

'Hints to Businessmen' Visiting Hong Kong, Italy and Uruguay

REVISED editions of the booklets on Hong Kong, Italy and Uruguay have been published in the series of 'Hints to Businessmen'.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to the Board of Trade, Directories and Notices Section, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

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CANADA

'Made in Canada' Ruling

THE FOLLOWING ruling has been made for Customs purposes:

Of 'a class or kind made in Canada'

Hydraulically operated boom-type loaders and unloaders, such as are used in handling concrete blocks, pipes and the like, designed for truck or trailer mounting, having lifting capacities to 6,000 pounds. (Ruling effective February 18, 1963.)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-21-1 dated January 25, 1963:

'Hints to Businessmen' visiting the West Indies

A REVISED edition of the booklet on Trinidad and Tobago, Barbados, The Windward Islands, The Leeward Islands and British Guiana has been published in the series of 'Hints to Businessmen'.

British businessmen who intend visiting those countries on export business can obtain copies of the booklet on application to the Board of Trade, Directories and Notices Section, Room 0348, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2928).

VENEZUELA

Customs Tariff and Import Control

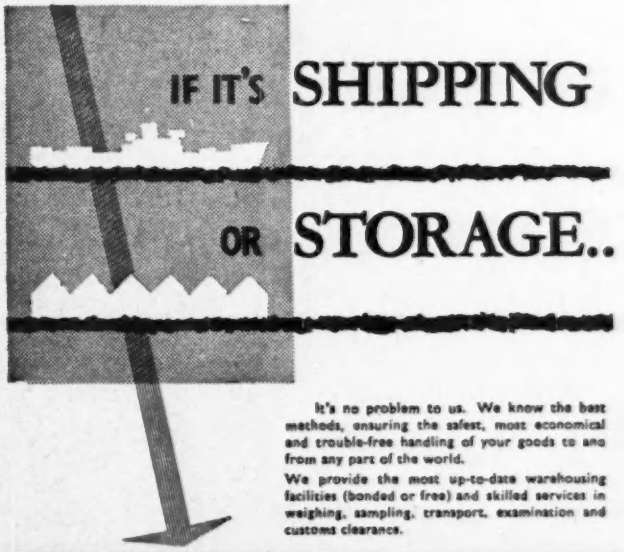
BY A RESOLUTION, issued by the Venezuelan Ministry of Development and the Venezulan Treasury, published in the *Official Gazette* of January 10, 1963 and effective from the same date, the Customs Tariff has been amended as follows and imports of items marked with the number four (4) have been made subject to licence:

Item No.	Description	Duty
681-01-00	Pig iron in ingots, cast iron and sponge iron, including iron and steel powders (4)	(in Bs.) 0·001
681-03-00	Iron or steel ingots, blooms, slabs, billets, sheet bars and equivalent primary forms (4)	0·12
681-04	Joists, girders, angles, shapes, sections, bars and concrete rounds, including round and square hollow bars for the manufacture of tubes:	
681-04-01	Bars and rods including reinforcing rods (4)	0·15
681-04-02	Girders, and L.T.H.U.V. and I profiles, and rails, n.e.s.	
681-04-02-1	'L' and 'V' angles (4)	0·005
681-04-2	'T' beams (4)	0·005
681-04-02-3	'H' beams (4)	0·005
681-04-02-4	'V' beams (4)	0·005
681-04-02-5	'I' beams (4)	0·005
681-04-02-6	Rails (4)	0·005
681-04-02-7	Beams, n.e.s. (4)	0·005
681-04-03	Flat iron and angles, shapes and sections, n.e.s.:	
681-04-02-1	Sheet bars (4)	0·05
681-04-03-2	Sections, n.e.s. (4)	0·05
681-08-00	Railway and tramway rails (4)	0·10
681-11	Railway and tramway building accessories of iron or steel for trade of all kinds (bedplates, sleepers, crossing pieces, points, fish-plates, etc.):	
681-11-01	Sleepers (4)	0·09
681-11-02	Accessories, n.e.s. (4)	0·10
721-04	Radio broadcasting apparatus, radio-telegraphic and radio-telephonic apparatus, television and radar apparatus and other electronic apparatus, n.e.s.:	
721-04-04	Capacitors, filters and other accessories and spare parts, n.e.s. for the apparatus falling within sub-item 721-04-01 (other than cabinets, which are classified according to their constituent material):	
721-04-04-8	Aerials and accessories, for television sets (4)	0·50

Shipments of goods covered by consular invoices dated either same as or before the date of publication will be exempt from the provisions of this resolution.

By a further resolution, issued by the Venezuelan Ministry of Development and the Venezuelan Treasury, published in the *Official Gazette* of January 10, 1963 and effective from January 22, 1963, the Customs Tariff has been amended as follows:

Item No.	Description	Duty
699-17-02	Safety razors (not electric) and straight razors, and their blades and parts (including blade blanks, whether or not in strips):	(In Bs.)
699-17-02-2	Safety razor blades:	
	(a) Double-edge, in dispensers of 10 or more blades	7·00
	(b) Double-edge, in other forms	9·00
	(c) Not specified	6·00



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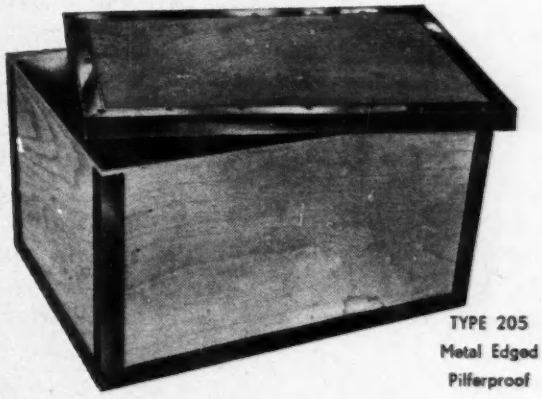

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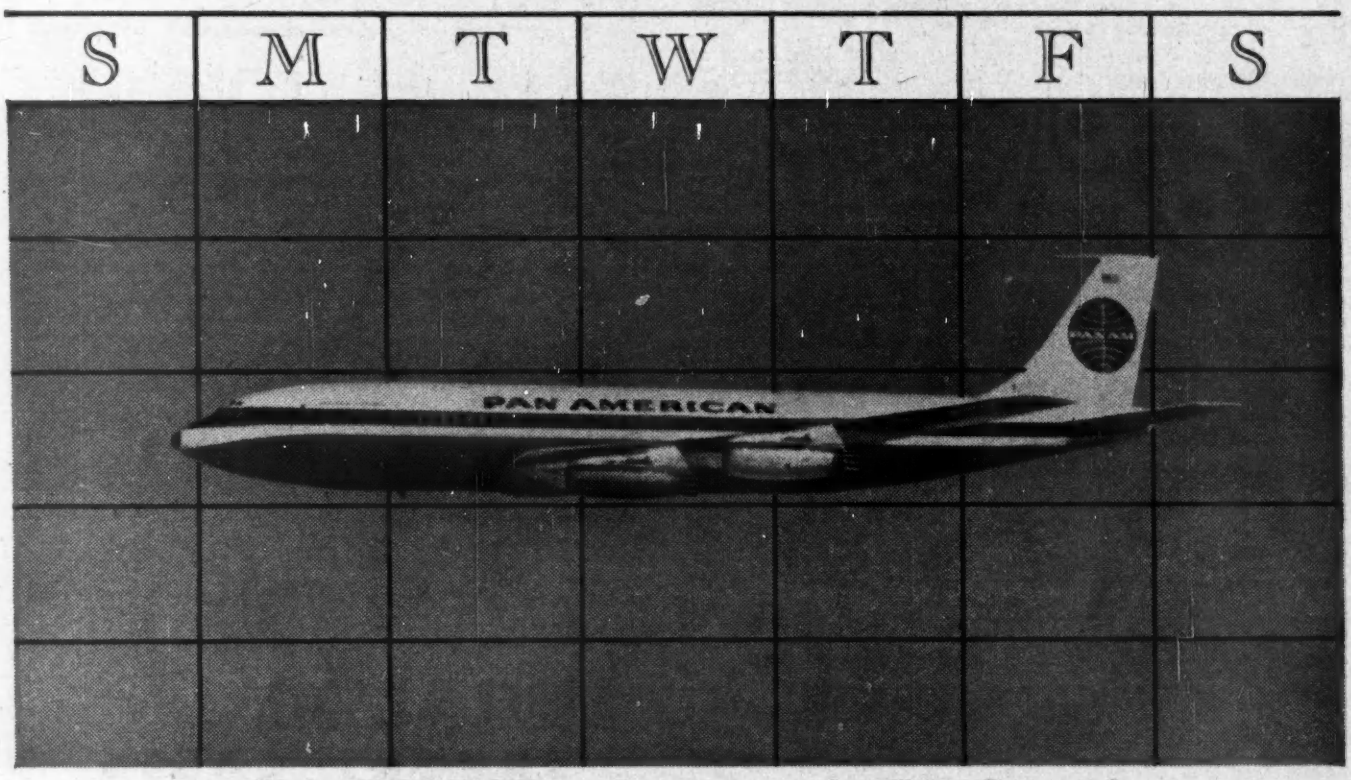

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UNITED ARAB REPUBLIC (EGYPT)

Reorganization of State-Controlled Enterprises

THE EGYPTIAN Government have now set up three new General Egyptian Organizations to take the place of the General Egyptian Organizations for Contracting and Constructions, which has now been dissolved. The new Organizations are:

(a) The General Egyptian Organization for Civil Engineering Contracting.

(b) The General Egyptian Organization for Housing and Public Utilities Contracting.

The companies affiliated to the former Organization have been re-distributed amongst the new Organizations details of which can be seen at the Board of Trade Library, Horse Guards Avenue, London, S.W.1.

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

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Head Office: Amman, Jordan

Fully Paid-up capital	£5,500,000
Reserves	£5,400,000
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42 Branches in:
ADEN, BAHRAIN, IRAQ, JORDAN, LEBANON, LIBYA, MOROCCO, NIGERIA, QATAR, SUADI ARABIA, SUDAN, SYRIA, TUNISIA.

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ETHIOPIA

Amendments to the Customs Tariff

THE ETHIOPIAN Minister of Finance issued on December 10, 1962, Legal Notice No. 266, which amended Articles 11, 51, 73, 93, 310, 319, 345, 436, 437 and 438 of the Customs Tariff. The duties on these articles are now as follows.

	Commodity	Unit	Duty Eth. $ or %
11	Cheese	*Ad val.*	50%
51	Sugar of all kinds (brown, common crystalized, refined, household, lump or castor)	100 kilogrammes	20·00
73	Alcoholic, beverages, n.e.e.	*Ad val.*	60%
93	Drills and Jean Grey:		
	(1) Not over 75 cms. wide	Per metre	0·50
	(2) Over 75 cms. wide	Per every additional 15 cms. or part thereof width	0·10
310	Other chemicals, including plastic materials imported for use in local industry	*Ad val.*	10%
319	Boots and shoes and other footwear, and parts and accessories thereof:		
	(a) Boots and shoes of leather or having soles or uppers of leather, or mainly of leather, n.e.e.		10·00 per pair or 50% *ad val.* whichever is higher.
	(b) Sports footwear, but excluding footwear made of canvas or other textiles with rubber or plastic	*Ad val.*	20%
	(c) Surgical or corrective footwear		Free
	(d) Other footwear, n.e.e.	*Ad val.*	50%
	(e) Parts of footwear, of any material other than leather, imported for the purpose of local manufacture into footwear	*Ad val.*	20%
	(f) Leather soles and heels	*Ad val.*	50%
345	Plywood and pulp boards	*Ad val.*	60%
436	Sheep and lamb skins, ordinary, dried, but not further processed by pickling, tanning or semi-tanning	Per piece	0·20%
437	Sheep and lamb skins, butchered, dried, but not further processed by pickling, tanning or semi-tanning	Per piece	0·20
438	Goat and kid skins, but not further processed by pickling, tanning or semi-tanning	Per piece	0·15

Article 311 of the Tariff is hereby deleted.

Inquiries should be addressed to the Tariff Section, Room E.54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

ISRAEL

Import Licences for more Products

LICENCES for the import into Israel of the following items, which were previously prohibited, are now being granted:

DESCRIPTION OF GOODS	TARIFF NUMBER (BRUSSELS NOMENCLATURE)
Electric Street Lamps	83·07 (A) (2)
Woven Fabrics of Jute	57·10
Veneers	(44·10 (44·15 (44·05 (g)
Bars and Rods (including Wire Rod), of iron or steel according to Tariff Items	(73·10 (a) (2) (73·10 (b) (1)
Iron or Steel Wire, whether or not coated, but not insulated, according to Tariff Items	(73·14 (c) (1) (73·14 (i) (9) (b) (73·14 (i) (9) (c) (73·14 (i) (9)
Alloy Steel and High Carbon Steel, according to Tariff Items	(73.15 (b) (9) (d) (73·15 (e) (9) (c)
Electric Mixers	85.06 (c) (1) (i)
Plastic Household and Kitchen Articles	39·07 (i) (9) (i)

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2023), quoting reference CRE/1060/G4.

RHODESIA AND NYASALAND

Application for Increased Duty

FEDERAL NOTICE No. 73 published in the Federation of Rhodesia and Nyasaland *Government Gazette* of January 25, 1963, states that the Ministry of Commerce and Industry has received an application for an increase in the Customs duty applicable to the following commodities:

Tariff Item	Description of Commodity	Rates of Duty A	B	C	D
81	Threads and yarns, n.e.e.				
	Present wording and duties:				
	(a) Containing 50 per cent. or more of cotton:				
	(i) Containing 100 per cent. of cotton *ad val.*	20%	10%	10%	10%
	(ii) Cotton with rayon *ad val.*	20%	10%	10%	10%
	(iii) Other *ad val.*	10%	Free	Free	Free
	These duties are at present suspended as follows:				
	Cotton yarn, being dyed or having no single thread of a cotton count number within the range of 10 to 36 inclusive *ad val.*	10%	Free	Free	Free
	Yarns manufactured from textile waste *ad val.*	10%	Free	Free	Free
	(b) Containing 50 per cent. or more of rayon:				
	(i) Containing 100 per cent. of rayon *ad val.*	20%	15%	10%	10%
	(ii) Rayon with cotton *ad val.*	20%	15%	10%	10%
	(iii) Other *ad val.*	10%	5%	Free	Free
	These duties are at present suspended as follows:				
	Rayon yarn, being dyed or having no single thread of a cotton count number within the range 10 to 36 inclusive *ad val.*	10%	5%	Free	Free
	Yarns manufactured from textile waste *ad val.*	10%	Free	Free	Free
	Proposed wording and duties:				
	(a) Containing 50 per cent. or more of cotton:				
	(i) Containing 100 per cent. of cotton *ad val.*	30%	20%	20%	20%
	(ii) Cotton with rayon (including cellulose acetate) *ad val.*	30%	20%	20%	20%
	(iii) Other *ad val.*	10%	Free	Free	Free
	These duties to be suspended as follows:				
	Cotton yarn, being dyed or having no single thread of a cotton count number within the range exceeding 8 and not exceeding 50 *ad val.*	10%	Free	Free	Free
	Yarns manufactured from textile waste *ad val.*	10%	Free	Free	Free
	(b) Containing more than 50 per cent. of rayon (including cellulose acetate):				
	(i) Containing 100 per cent. of rayon (including cellulose acetate) *ad val.*	30%	25%	20%	20%
	(ii) Rayon (including cellulose acetate) with cotton) *ad val.*	30%	25%	20%	20%
	(iii) Other *ad val.*	10%	5%	Free	Free
	These duties to be suspended as follows:				
	Rayon yarn (including cellulose acetate) being dyed or having no single thread of a cotton count number within the range exceeding 8 and not exceeding 50 *ad val.*	10%	5%	Free	Free
	Yarn manufactured from textile waste *ad val.*	10%	Free	Free	Free

Where British trade organizations are thought to be interested in the above application they are being informed and it is suggested that any British firm desiring to make representations to the Ministry of Commerce and Industry and belonging to a trade organization, should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Federal Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference C.R.E. 898/63. The closing date for the receipt of such representations by the Federal Authorities is March 8, 1963.

Rebate of Duty for Manufacturing Purposes

FEDERAL GOVERNMENT Notice No.17, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of January 25, 1963, amends the Third Schedule (Manufacturers' Rebates) to the Customs and Excise (Industrial Drawbacks and Rebates) Regulations, 1962: as follows:

By the insertion after that part relating to the EDIBLE FATS AND OILS MANUFACTURING INDUSTRY of the following part:

ELECTRIC CABLE MANUFACTURING INDUSTRY.

Goods	Item	Effective Rate of Duty Duty A	Duty B	Duty C	Duty D
Galvanized mild steel cable-armouring wire	153 (c) (i)	10%	5%	Free	Free

PORTUGAL

Drawback of Duty on some Phosphates

THE BRITISH EMBASSY at Lisbon has reported that by decree No. 44842 of 4th January, 1963 the Portuguese authorities have authorized the import under the drawback system of natural alumino-calcic phosphates, already heat-treated, and intended for export after grinding.

For each 100 kilogrammes (nett weight) of ground alumino-calcic phosphate exported, an amount equal to the duty on 100 kilogrammes of the unground product will be refunded.

IRISH REPUBLIC

Imports of Raw Onions

LICENCES under the Irish Republic's Onions (Regulation of Import) Order, 1948, will no longer be required for the import of raw onions (whether fresh or dried) as from February 22, 1963. This cancels the notice published in the *Board of Trade Journal* on March 9, 1962 (page 521).

Licences under the Colorado Beetle Order, 1945, and the Foot and Mouth Disease (Importation of Plants) Order, 1952, will, however, continue to be required in respect of each consignment.

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Eclipse
Made by James Neill & Co. (Sheffield) Ltd. and obtainable from all tool distributors

SWITZERLAND

Amendment to Swiss Customs Tariff

THE SWISS Federal Council, by decree of December 17, 1962 have made certain modifications and amendments to the Swiss Customs tariff. Rates of duty on some tariff positions have been changed, and some new sub-headings have been raised. All these amendments came into effect on January 1, 1963. Details of the new rates are as follows:

Tariff No.	Description of Goods	Rate of duty in Swiss francs per 100 kg.
2502.01	Unroasted iron pyrites	0·03
2503.01	Sulphur of all kinds, other than sublimed sulphur, precipitated sulphur and colloidal sulphur	0·10
2711	Petroleum gases and other gaseous hydrocarbons:	
10	For engines	10
14	For other uses	0·10
4005	Plates, sheets and strip, of unvulcanized natural or synthetic rubber:	
10	Mixtures called 'master-mixtures' containing carbon black or silicon anhydride, added before or after coagulation with or without mineral oils	0·20
20	Other	5
5305	Sheep's or lamb's wool or other animal hair (fine or coarse), carded or combed:	
10	Carded	1·50
8706	Parts and accessories of the motor-vehicles falling within headings Nos. 87.01, 87.02 or 87.03: – other:	
10	For single-axle tractors with internal combustion or explosion engines:	
12	For other tractors	100

3. The following new sub-headings have been raised:

Tariff No.	Description of Goods	Rate of duty in Swiss francs per 100 kg.
15.08.12	Epoxidized soya oil	5
21.07.18	Infants' food	50
22.01.16	Ordinary water and snow	Free
32.07.24	Earth colours, mineral black, blacks or vegetable origin (vine black, etc.), not elsewhere specified	0·50
38.19.37	San mixed with thermosetting synthetic resins	0·50
41.02.63	Indian ox leather in skins, whole or halved, weighing more than 150 grammes per square foot	80
48.21.34	Cellular building boards manufactured by pasting	25
85.08.1a	Self-starters and dynamos including cut-outs; fly-wheel magnetos	100

The French text of this decree is held by the Board of Trade, Export Services Branch, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757 Ext. 460).

ITALY

Import Licensing Regulations

IN A decree dated October 31, 1962, which came into effect on December 18, 1962, the Italian Government have amalgamated the two Import Tables A (dollar area countries) and B (former O.E.E.C. countries and overseas territories). The new Import List A now covers all countries except those of the Sino-Soviet bloc, which are still included under Table C, and Israel, Yugoslsavia and Japan, with which special trading arrangements are in existence. The list of items still subject to licensing restrictions when imported into Italy from countries in the new Table A (the 'negative list') has now been brought up-to-date and may be seen in Export Services Branch. No change has been made which affects Britain.

Inquiries concerning this notice should be made to Export Services Branch (Tariff Section), Room E45, Hillgate House, 35 Old Bailey E.C.4. (Tel. City 5757, Ext. 457).

Automatic Licensing of Some Industrial Products

IN A Circular I/374739/AG 16 of January 12, 1963, the Italian Ministry of Foreign Trade announced that as from the above date, in accordance with undertakings made in GATT, permits for the import from countries included in the new Import Table A (in which the United Kingdom is included) will now be granted automatically, without quota restrictions, on the application of importers, for the following items, which appeared in the above-mentioned 'negative list.'

5808	
5809 A and B II	
6103, 6104, 6105, 6106, 6107, ex 6108, 6109, 6110, 6111, 6201, 6202, 6205	Tulle, lace and articles of apparel made therefrom.
8435 AI, AII, ex AIII; 8440 C IIIb, CV b2	Printing machinery and parts.
8707	Special purpose vehicles.
8709	ex A, C, motor-cycles, scooters, etc., under 170 kgs.; and sidecars.
8712 A	Parts and accessories for motor-cycles.

The following items, when imported from Britain, Canada, United States and Sweden, will also now benefit from automatic licensing:

ex 8704, ex 8705	Chassis and bodies of cars for passengers and commercial vehicles.

Imports of passenger and commercial vehicles (under Tariff Headings 8702 and 8703) as reported in the *Board of Trade Journal* of February 16, 1962. page 367, remain subject to automatic licensing.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Room 45, Hillgate House, 35 Old Bailey, E.C.4. (Telephone: City 5757, Extension 457).

General Turnover Tax Amendments

ITALY has published the text of a Ministerial Decree dated December 22, 1962, which introduces for the period January 1, 1963 to December 31, 1963, for certain commodities, reductions to the rates of the

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Italy (*Continued*)

General Turnover Tax payable on a 'once only' basis (The General Turnover Tax, l'Imposta Generale sull' Entracta, is normally levied at each stage through the cycle of manufacture). In the case of imported goods, provision is made under the decree for the payment of the Tax to the Customs at the time of clearing. A list of imported goods affected by the reductions is given below. With these exceptions, the previous rates as published in the *Board of Trade Journal* on February 3 1961, March 10, 1961, and January 26, 1962, remain in force.

Tariff No.	Commodity	Rate of Tax
		Per cent.
2203	Beer	5·8
2101	Coffee substitutes	5·3
2701	Fossil fuels	4·0
3003	Medicinal specialities	4·3
1701	Sugar	5·3
2106	Yeast for breadmaking	5·3
2711	Liquid gas or mixtures thereof. When required for purposes of road traction, the rate is now 10 per cent.	14·0
2201	Natural spa waters or mineral waters	4·3
4403	Resinous timbers for : (1)	
	(a) Rafters, beams and planks of any length	5·0
	(b) Beams and rafters, simply squared with the axe, not subject to further working	6·0
	(c) Timber in the rough, simply hewn with the axe, capable of further working	7·0

(1) Where these are imported for resale, the rates are levied at 2 per cent., 3 per cent. and 4 per cent. respectively.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section) Room E45, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

Global Quotas for Cork

THE ITALIAN Minister for Foreign Trade in two Circulars dated December 29, 1962, has announced the opening for the period January 1-December 31, 1963, of global quotas for cork at the same level as last year, viz., 25,000 quintals of unworked cork (of a thickness greater than 30 mm.) and of 30,000 quintals of cork for pulverizing (sugherone, sugeraccio, cuttings and waste cork under Tariff No. 45 01). The quotas will be operated in two equal six-monthly allocations.

Quotas for Tetra-Ethyl Lead and Compounds

THE ITALIAN Ministry of Foreign Trade in Circular No. I 200369/AG 16 of January 12, 1963, announced the opening of a quota for imports from Britain and the United States of 1,700 quintals of tetraethyl lead and compounds based on tetra-ethyl lead.

CYPRUS

Customs Tariff Amendments

THE CYPRUS Customs Tariff Amendment Law, 1963, amends the rates of import duty on a considerable range of goods and also provides for the following additions to the schedule of items which are exempted from import duty:

(1) Paints: Raw materials and semi-processed materials imported by a manufacturer of paints to be used solely in the manufacture of paints.

(2) Fishing requisites, accessories, apparatus and appliances (excluding those ordinarily used in the sport known as goggle fishing) which the owner declares and the Director of Customs and Excise is satisfied are for use solely as a means of livelihood.

Details of the revised import duty rates may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757 Ext. 471), to whom any inquiries about the above notice should be addressed.

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TURKEY

Global Import Quotas and Liberalization Lists

FURTHER to the notices which appeared in the *Board of Trade Journal* on January 25 (pages 235 to 239) and February 1 (pages 285 to 289) details of the AID allocations affecting the tenth Global Import Quotas covering the first half of 1963, and Liberalization Lists for the year 1963, which the Turkish authorities have now published, are given below.

Inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, Horse Guards Avenue, Whitehall, London, S.W.1 (Tel.: Trafalgar 8855, Ext. 2715).

Tenth Quota List

Quota Serial No.	Tariff Statis. No.	Description	Industrial Quota	Importer's Quota	Remarks
61	34.02.20	Other surface-active preparations, washing preparations (excepting those containing soap and dodecyl benzol sulphonate 'arkilaryl sulphonate')	100	15	(2)
72	38.19.20	Other chemical products and by-products of the chemical industry not elsewhere mentioned (except rubber solution for hot or cold repair of inner tubes)	600	50	(3)
75	29.15.90	Only plastifiers	Boards manufactured by pressing sheets of paper impregnated with artificial resins (except laminated plastic material and all kinds of spongy plastics)		
	39.01	Condensation, polycondensation and polyaddition products (excepting polyester boards and alkyd resins whether or not modified			
	39.02.10	Products in liquid or paste state and other (excepting polyester boards)			
	90	Only plastics of acrylic basis			
	39.03.40	Products in liquid or paste state and other			
	39.04	Hardened albuminoids (except galalith boards and bars)	1950	50	(3)
	39.05	Natural resins modified by fusion and other (except resins containing colophony)			
91	40.11.11 12 21 22	Tyres and inner tubes	—	4,000	(2)
153	73.11.21	I sections (except those between 60 and 400 mm.) (60 and 400 included)	250	250	(2)
	22	U sections (except those between 50 and 350 mm.) (50 and 350 included)			
	23	T sections (except those of 50 x 50 mm.)			
	24	Equal angle irons (except those between 30 x 30 and 160 x 180) (30 x 30 and 180 x 180 included) and unequal irons (except those between 30 x 45 and 75 x 130 mm.) (30 x 45 and 75 x 130 mm. included)			
	29	Other shapes (except curtain rails and cornices)			
187	84.05.20	Diesel and semi-diesel engines (excepting outboard) and stationary type S engines up to 15 h.p.	50	500	(2)
	40	Gasoline motors (except outboard)			
	80	Other internal combustion engines (excepting outboard)			
202	84.22.10	Elevators (to be imported exclusively by authorized distributors having an assembly and maintenance organization) (except cabins, storey doors and weights)	—	200	(2)*
203	84.22.20	Lifting, loading, unloading and conveying machinery and equipment (excepting elevators and lifting equipment of dumper trucks up to 15 tons)	200	500	(2)
	84.23	Earth excavating, boring, extracting, carrying and levelling machinery and equipment, stationary or mobile			
205	84.45	Machine-tools for working metals and metallic carbides	150	400	(2)
	84.46	Only machine tools for optical glass			
207	84.51	Typewriters (only with standard Turkish keyboard)	—	100	(3)
208	84.52.10	Calculating machines	—	100	(3)
	84.53	Statistical machines operated with punch cards and the like			
211	84.55	Only bodies and chassis of machines and apparatus falling within Headings No. 84.51 to 84.54 (inclusive).	20	—	(2)
237	87.02.13	Only dumpers and dumping trucks of a net loading capacity of 15 tons and more (to be imported exclusively by official agents) (except panels)	—	400	(2)*
238	87.02.13 87.04.90	Trucks and light trucks and their chassis with motor (except metal and wooden cases) (to be imported by authorized agents) (except panels) (to be used with a decision of the Council of Ministers)	—	3,000	(2)*
259	Miscellaneous	Articles to be imported for assembling motor vehicles (including unassembled motor vehicles)	3,000	—	(5)
270	"	Articles required only for the construction of motorbus chassis with motor and of motorbus bodies	1,000	—	(2)

Note: For Headings marked * the same clauses governing permission are applicable as those which appear opposite the headings in the Quota List.

Liberalization List

Tariff Statis. No.	Description	Remarks
27.10.33	Lubricating oils	(1)
34.02	Only additives used in lubricating oil mixing plants (for petroleum companies)	(2)
38.19.20	Only anti-freeze and hydraulic oil	(2)
38.19.20	Only additives used in lubricating oil mixing plants (for petroleum companies)	(2)*
40.01.20	Only raw rubber Super I X and RSS 1, 2, 3	(3)
40.02	Synthetic rubber and rubber substitutes derived from oils	(3)
40.06.29	Only pressure-sensitive adhesive tape	(2)
41.01.12	Raw hides of bovine cattle, fresh, weighing 15 kilos or more	(2)
16	Raw hides of bovine cattle, dried, weighing 9 kilos or more	
32	Raw hides of buffalo and buffalo calves, fresh, weighing 15 kilos or more	
36	Raw hides of buffalo and buffalo calves, dried, weighing 9 kilos or more	
48.01.10	Straining paper	(3)
44 r.t.m.	Kraft paper for cement bags	
51.01.21		(4)*
31		
41	Yarn of continuous artificial textiles	
51		
51.03.21		
51.01.22		(4)*
32		
42	Yarn of continuous synthetic textiles	
52		
51.03.25		
57.10.10	Packing canvas	(3)
62.03.10	Jute bags	(3)
73.13.10		(2)
20		
30		
40		
50	Iron and steel sheets (except plain black sheets up to a thickness of 4.75 mm. and scaled sheets of any thickness)	
70		
80		
90		
73.13.10		(2)*
20		
30		
40		
50	Only scaled sheets	
70		
80		
90		
73.13.60	Tin plate	(3)
90	Only lacquered tin plate	
73.15	Alloy and high carbon steel	(2)*
84.01.20	Parts and spares (except body and chassis)	(2)
84.02	Auxiliary apparatus for steam generators, steam condensers and parts and spares thereof	(2)
84.03.20	Parts and spares (except body and chassis)	(2)
84.04.20	Parts and spares (except body and chassis)	(2)
84.05.20	Parts and spares (except body and chassis)	(2)
84.06.90	Parts and spares (except cylinder jackets up to 200 mm. and oil felt) including air-cooled cylinder jackets of pressed steel	(2)
84.07.90	Parts (except body and chassis)	(2)
84.08.80	Parts of other motor and engines (except body and chassis)	(2)
84.09.20	Parts	(2)
84.10.23	Only fuel, oil and circulation pumps being part of diesel and gasoline engines	(2)
84.10.29	Parts (except body and chassis)	(2)
84.11	Air, vacuum and oil pumps which are parts of machines and motor vehicles of No. 84.23	(2)
84.11.90	Parts (except main body and chassis)	(2)
84.22.90	Only parts of elevator machinery and of telphers (except cabins and parts of crane bridges)	(2)
84.24	Agricultural, cultivating and soil preparation machinery (except shears of animal driven ploughs including those for tractors) (except discs)	(2)*
84.24.69	Parts and spares (except body and chassis) (except animal driven plough shares, disc harrow discs and disc plough discs	(2)*
84.25	Harvesting and threshing machines and implements	(2)
84.25.91	Parts and spare parts (except knives for harvesters) of reaper and binder machines, mowing and threshing machines and seed crushing machines	(2)
84.25.95	Parts of other machines (except reaper knives)	(2)
84.28	Other agricultural and forestry machinery and appliances (except roller-gins and incubators for fewer than 1,200 eggs)	(2)*
84.28.91	Parts of machines for crushing fodder	(2)
84.28.95	Parts of other machines (except body and chassis)	(2)
84.31.20	Parts and spares (except body and chassis)	(2)
84.32.20	Parts and spares (except body and chassis)	(2)
84.33.20	Parts and spares (except body and chassis)	(2)
84.34.19	Parts and spares (except body and chassis)	(2)

(Continued on next page)

Turkey Liberalization List (*Continued*)

Tariff Statis. No.	Description	Remarks
84.34.25	Parts and spares (except body and chassis)	(2)
84.34.29	Only parts and spares and printing type (except body and chassis)	(2)
84.35.20	Parts and spares (except body and chassis)	(2)
84.39.20	Parts and spares (except body and chassis)	(2)
84.40.90	Parts and spares (except inner and outer body and tub)	(2)
84.41.90	Other parts and spares (excluding chassis, plates, legs and cabinets)	(2)
84.42.90	Parts and spares (except body and chassis)	(2)
84.43	Only parts and spares and casting ladles	(2)
84.44	Only rolling mill rolls and moulds	(2)
84.48	Accessories and parts of machines falling within Headings 84.45 to 84.47 (except body and chassis)	(2)
84.49	Only parts and spares (except body and chassis)	(2)
84.50	Only parts for gas-operated welding, cutting and surface tempering appliances and machines (including blow-pipes)	(2)
84.55	Parts of machinery or appliances of a kind falling within Headings 84.51 to 84.54 (inclusive) (except body and chassis and drawers)	(2)
84.56.91	Parts and spares of ore selecting, sieving and washing machines (except body and chassis and vats)	(2)
84.56.95	Parts of other machines (except body, chassis, vats, balls and jaws)	(2)
84.57.90	Only parts and spares (except body, chassis and tanks)	(2)
84.59.90	Only parts and spares (except body, chassis and tanks)	(2)
84.60	Moulds for metal, glass, rubber and plastic goods, mineral substances and mineral carbides	(2)
84.62	All kinds of bearings	(2)
84.63	Shafts, bearings, and other transmission equipment (except transmission shaft bearings and bronze bearing in steel shells)	(2)
85.01.50	Reaction coils used in radio, TSF, current carrier and electronic apparatus (except fluorescent and valve ballasts)	(2)
85.01.90	Parts (except body and chassis, transformer coils and carbon brushes)	(2)
85.02	Only parts (except body and chassis)	(2)
85.04.90	Only separators used in lead accumulators on vehicles	(2)
85.18	Electrical condensers	(2)
85.19.20	Non-heating resistances, potentiometers and rheostats	(2)
85.19.10	Only relays used for protecting the electric circuit	(2)
85.19.40	Only selectors, headlamps, push-pull switches, contact switches, starters of fluorescent lamps and other vapour lamps and starting automats	(2)
85.19.90	Parts of plugs, of H.T. fuses of thermic and magnetic switches, of star-triangle switches exceeding 25 amp. of circuit-breakers, of power sectioners, of lighting arresters and of relays	(2)
85.20	Only bulbs for vehicles	(2)
85.20.90	Parts and spares	(2)
85.21	Tubes and valves for any use except lighting	(2)
87.06	Parts and accessories of motor vehicles falling within Heading Nos. 87.01, 87.02 and 87.03 (provided they are indicated in the Parts catalogues) (except balata, oil felt and current operated hooters working by creating a draught)	(2)
87.07.20	Parts and spares (except those falling within 84.06.90)	(2)
90.28	Electrical measuring, checking, analysing or automatically controlling instruments and apparatus	(2)

Note: For the Headings marked *, the same clauses governing permission are applicable as those which appear opposite the headings in the Liberalization List.

REMARKS:

(1) After importers receive an allocation and open a Letter of Credit from AID funds for imports from AID eligible sources (countries other than Australia, Austria, Belgium Canada, Denmark, France, Germany, Italy, Japan, Luxembourg, Monaco, Netherlands, New Zealand, Norway, South Africa, Sweden, Switzerland, Spain, the United Kingdom, Albania, Bulgaria, Communist China, North Korea, Czechoslovakia, Eastern Germany, Hungary, Poland, Roumania, Cuba and Russia) an equivalent amount of free foreign exchange will, if requested, be allocated for imports from any EMA or dollar area country with which there is no bilateral agreement.

(2) Applications for the AID zone shall be paid out of AID funds, and for zones outside AID from Turkish resources.

(3) To be financed only with AID funds. (May be imported only from AID eligible sources as listed in Note (1).)

(4) To be financed only from AID funds. (May be imported only from AID eligible sources as listed in Note (1).) Those of 20 deniers or less and the substance polyester fibre shall be paid from Turkish resources.

(5) Applications made by assembly plants whose parent company is situated in the AID zone shall be paid out of AID funds. Those made by assembly plants whose parent company is outside the AID zone shall be paid from Turkish resources.

Small Packet Service to South Korea

THE GENERAL POST OFFICE announce that from February 1, small packets may be sent by air and surface route to the Republic of Korea (i.e. South). Details may be obtained at any Post Office.

SPAIN

General Reduction in Import Duty

BY A DECREE published in the *State Gazette* of January 31, 1963, the Spanish authorities have reduced import duties by five per cent. The reduction will be calculated on the basis of existing rates of duties. The decree comes into force with effect from January 31, 1963; and will be rescinded when the economic circumstances warrant it.

IN THE *State Gazette* of January 15, 1963, the Spanish authorities published additions to the list of countries to which the Spanish system of liberalization and globalization of trade applies. The complete list is as follows:

(a) Member countries of the O.E.C.D. and their overseas territories;

(b) Other countries:

Australia
Brazil
Burma
Canada
Ceylon
Cyprus
Dominican Republic
Ecuador
Federation of Malaya
Federation of Rhodesia and Nyasaland
Ghana
Guatemala
Haiti
Honduras
India
Iraq
Japan
Jordan
Liberia
Libya
New Zealand
Nicaragua
Nigeria
Pakistan
Panama
Peru
Sierra Leone
South Africa
South Vietnam
Tanganyika
Thailand
Tobago
Trinidad
Tunisia
United States
Venezuela

Global Quotas

THE LIST of global quotas for 1963 was announced in the Spanish *State Gazette* of January 25th. It comprises 53 quotas. The list will be published in the *Board of Trade Journal* as soon as possible.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		U.S. dollars	
9	Inorganic chemical products	350,000	February 22
10	Organic chemical products	785,000	February 22
11	Pharmaceutical specialities	825,000	Open permanently
16	Condensation, polycondensation and poly-addition products	950,000	February 22
33	Tubes of iron and steel and soldered steel conduit	500,000	March 2
34	Iron and steel cables, ropes, braided wire and slings except insulated goods for electrical uses	250,000	February 28

H.M. Customs and Excise Annual Report

The Annual Report of the Commissioners of H.M. Customs and Excise for the year ended March 31, 1962, has been published by H.M. Stationery Office, price 12s. 6d.

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	16 Nov. 1962
Board of Trade Departments	3 Aug. 1962
Board of Trade, Regional Organization	1 Feb. 1963
E.C.G.D. Local Offices	1 Feb. 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	1 Feb. 1963
U.S. Consular Offices in the U.K.	21 July 1961

FRANCE

Liberalization of Imports

THE FRENCH *Journal Officiel* of January 24, 1963, published the following amendments to the list of goods for which a visa from the appropriate Service Technique is required (see *Board of Trade Journal* of April 21, 1961, page 956; and July 6, 1962, page 36).

Under: B. Ministere de l'Industrie.
Direction des industries chimiques.

Suppress	
29-35 0 VII (a) and (b)	Heterocyclic compounds, others, with the exception of dehydrothio-pantoluidine, its sulphonated derivatives and their salts and tetrahydro-paraoxazine (morpholine).
Replace by	
29-35 0 II (b)	Unspecified heterocyclic compounds, others, with the exception of carbazole derivatives; substitution derivatives of quinoline; their salts and esters; 8 hydroxyquinoline and its salts; N cyclohexy benzothiazo sulphenamide; heterocyclic biological aminoacids, their decarboxylated derivatives; their salts and amides; dehydrothiosparatoluidine, its sulphonated derivatives and their salts and tetrahydroparaoxazine (morpholine).

Direction des industries textiles.

Suppress	
57-03	Raw Jute.

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Product Finishing Directory

A revised edition of the 'Finishing Handbook and Directory' has been published by Sawell Publications Ltd., 4 Ludgate Circus, London, E.C.4. Price 48s. (plus postage and includes 12 monthly issues of *Product Finishing*).

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Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of the Government information services. The C.O.I. are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Items must have 'editorial' merit, and advertising copy is not suitable. Contact should be made with the nearest Regional Office:

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EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474-Telex 55119).

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Sherwood Buildings, South Sherwood Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. M. F. Hackett, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122. Telex 84126 – "for C.O.I.").

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Edinburgh Waverley 2501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210).

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327).

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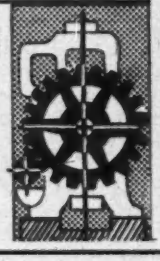

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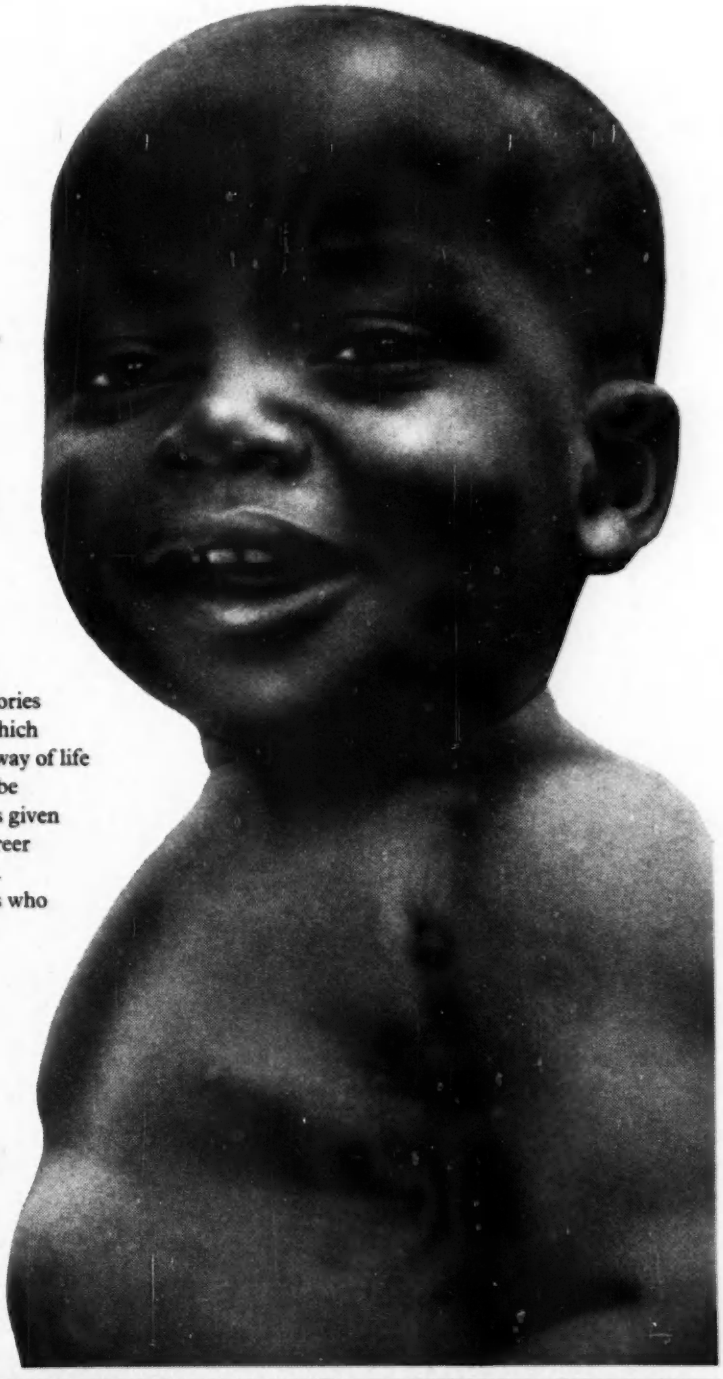

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